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# THE TIMES

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Rome salutes its new hero

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## UPPER CLASS LUST

Is this the real Lady Chatterley?

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## FOUL PLAY IN THE CIA

Harrison Ford on the run

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British critics resent Kohl rescue

## Germany bails out franc to preserve ERM

By CHARLES BREMNER IN PARIS AND JOHN PHILLIPS IN ROME

A BARRAGE from the combined artillery of the French and German governments yesterday stemmed the onslaught on the franc, but they may have won only a reprieve in their battle to resist any further realignment in the European Monetary System.

Chancellor Helmut Kohl ordered his troops to the rescue of the beleaguered French currency hours after agreeing with President Mitterrand that the ERM must be defended at all costs. As a fundamentally strong currency closely linked to the mark, the franc is effectively the last line of defence for a system in danger of unravelling.

The Bank of France and the Bundesbank issued a rare joint statement saying existing exchange rates between their two nations' currencies correctly reflected the reality of their economies, and that no change of rates was justified.

The political impact of the battle for the franc is less severe than the implications of the run on the pound for the British government. Interest rates are less sensitive in France than in Britain because mortgages and loans are at fixed rates.

In language that echoed that of British ministers a week earlier, Michel Sapin, the French finance minister, declared war on speculators. "When you are faced with speculation, the only thing to do is to make them pay the price for their speculation... During the Revolution, such people were beheaded," he said. Sources at his ministry

said the French government saw the attack on the franc as an attack on the whole EMS and would defend it at all cost. At the same time, the Bank of France raised a key interest rate and intervened on a heavy scale to buy francs, pushing the currency up by three pfennigs against the mark, from 3.4220 per mark to 3.3935 within minutes. The franc closed in Paris at 3.41, slightly beneath its floor in the ERM of 3.4305.

The Bundesbank has had to spend DM60 billion in the past week, largely in vain efforts to prop up the lira and the pound, but also to support other endangered currencies, including the franc, peseta, punt and Danish kroner. Critics in Britain have accused Germany of doing more to support the franc than it did to support the pound, but in

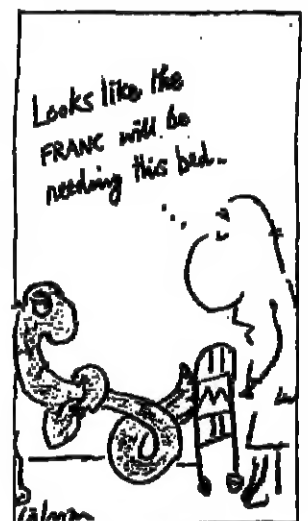
financial terms Germany spent more to support sterling because of ERM rules. However the Bundesbank was more supportive in its public statements about the general level of the franc than it was about the exchange rate of sterling.

There is also a suspicion that the Germans made more effort to save the franc knowing that if it collapsed this would mean the end of the ERM. If the pound collapsed, it would mean only that Britain had to leave the ERM.

The continuing turmoil in the ERM came as Community leaders spoke of the need for changes to the Maastricht treaty but stopped short of calls for renegotiation. Herr Kohl called for an "interpretive statement" on the treaty to reassure Europeans that they would not lose their national identities, but said he was against reopening formal negotiations.

Poul Schluter, the Danish prime minister, also called for additional protocols to make the treaty more democratic and open, but ruled out renegotiation, saying this could open a Pandora's box that would delay the process permanently or kill it altogether. The Italian prime minister, Giuliano Amato, said yesterday that he would support Continued on page 16, col 8

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## Major to push for reform of 'flawed' money system

By NICHOLAS WOOD AND PHILIP WEBSTER

JOHN MAJOR will today step up his demands for reform of the European exchange-rate mechanism by maintaining that the battering taken by the franc yesterday confirms that the system is flawed.

Downing Street said that the wave of speculative selling that forced a big rise in French interest rates was further evidence of the "significant stresses" within the ERM that the prime minister wants addressed at the EC summit he has called for October 16.

When MPs return to Parliament today to debate the economy, Mr Major will ask them to back a motion endorsing government economic policy. He and Norman Lamont, the Chancellor, will deny that there has been a policy U-turn, arguing that exceptional pressures forced sterling out of the ERM.

Only a handful of Conservative Euro-sceptics are expected to withhold their support for the government in what many accept will amount to a confidence vote. The debate, however, seems certain to reflect the divisions that have resurfaced among Conservatives since Britain left the ERM.

The Labour leadership, which last night firmly rejected support for a referendum on the Maastricht treaty and adopted an avowedly pro-European stance, is determined to exploit the government's frailty and Mr Major's abandonment of his repeated commitments to defend sterling within the ERM.

John Smith, who will be making his first Commons speech as Labour leader, yesterday isolated shadow cabinet critics of his European line. Bryan Gould let it be known that he would abide by collective responsibility after earlier failing to support the new statement, but his future re-

mained in doubt after the disclosure that he would today preside over the launch of a policy paper attacking the leadership's ERM position.

Sir Edward Heath led a counter-attack by the Conservative pro-Europeans when he said it was intolerable for currency speculators to be allowed to run Europe's economies. He said the only way to stop the speculators was to have a single currency. "There is so much money in the hands of speculators that they have been allowed to pick off one country after another. They are now trying to pick off the French," he said.

Sir Edward urged Mr Major to reaffirm his commitment to place Britain at the heart of Europe, to put sterling back into the ERM as soon as practicable and to ratify the Maastricht treaty.

Debate preview, page 2

## 3,000 jobs lost as BAe closes Hatfield factory

By GEORGE SIVELL

BRITISH Aerospace yesterday announced the loss of 3,000 jobs and the closure of its historic Hatfield plant as part of a £1 billion reorganisation of its loss-making regional aircraft business.

Two thousand jobs will be lost at Hatfield, the birthplace of the de Havilland Mosquito, Comet and Trident aircraft. Another 1,000 workers will go at Woodford and Chadderton, near Manchester.

The company also revealed a bigger than expected loss of £129 million for the first half of 1992, sending the share price down by 86 pence to 113 pence. John Cahill, the recently appointed chairman of British Aerospace, said: "For every pound of profit we made on defence we were losing 96p on regional aircraft."

John Weakley, the chief aerospace negotiator for the Amalgamated Engineering and Electrical Union, predicted that up to 3,000 service jobs would also be lost in Hatfield when the factory closes at the end of next year. BAe has cut 43,000 jobs since 1990.

A new joint venture is planned between the company and the Taiwanese Aerospace Corporation. Production of the advanced turboprop airplane is to be transferred to Prestwick in Scotland. The company has applied to the Department of Trade and the Scottish Office for a grant to assist with transfer costs.

Details of BAe's joint venture with Taiwan have not yet been finalised. If it falls through and the BAe 146 plane is scrapped, British Aerospace says that its £1 billion provision will cover the cost of complete closure. The joint venture is intended to produce the

BAe 146 in both countries. The impact of the £1 billion provision on the British Aerospace balance sheet envisages only a 3p interim dividend. It will be paid late because shareholder and court approval will be required for the necessary financial reconstruction. In the first half of last year, British Aerospace paid an 8.9p a share dividend.

The City was appalled by the news from British Aerospace. One analyst said: "I am obviously staggered. The losses at the regional aircraft division were much bigger than expected and the cost of rectifying them is much greater than we thought."

British Aerospace said that if production of the BAe 146 had ceased, then 7,500 British Aerospace jobs would have been lost, plus another 20,000 at component suppliers. The Labour party said that the news

went beyond job losses and would affect the very future of Britain's manufacturing industry. Derek Fatchett, its shadow trade minister, said: "Today's announcement is another milestone in the decline of British high technology industry."

Tim Webb, the national officer of the white-collar Manufacturing Science and Finance Union, said that unlike the British government, the Taiwanese government was looking to the future. "There will be a transfer of technology from this country to Taiwan," he said. "The aerospace industry is crucial to the national economy and if that fails the whole of the economy will go down with it."

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Under fire: David Mellor, heritage secretary, besieged by journalists as he arrived at the National Gallery in London yesterday

## Latter-day Daniel survives lion cubs

David Mellor last night faced the press accusers who have put his career in jeopardy. Tim Jones was there to watch

## Senior Tories call for Mellor to resign after new allegations

By SHEILA GUNN, POLITICAL CORRESPONDENT

DAVID Mellor's cabinet future appeared increasingly bleak last night as senior Conservative MPs called for his resignation amid fresh allegations that he accepted Arab hospitality on a second all-expenses paid holiday.

One senior Conservative MP said the national heritage secretary would be "wise to go before 2.30", when the Commons returns for the emergency debate on the economy.

Mr Mellor's friends were still insisting last night that he had no intention of resigning and John Major was maintaining his loyalty to his friend. But the Tory MPs' criticism, coupled with new allegations about his conduct, provoked speculation at Westminster that the question was no longer if Mr Mellor would go, but when.

The party's most senior backbench MPs, the 1922 committee executive, will meet privately this afternoon to decide whether to advise the

Lord Blake, official historian of the Tory party, said yesterday that if David Mellor breached government guidelines on accepting gifts he should resign. He is the most senior party figure publicly to question Mr Mellor's future. Diary, page 12

prime minister to drop Mr Mellor. One member of the executive reported that the great majority of Tory MPs felt that Mr Mellor had become an embarrassment.

The committee's advice would hinge on whether members believed Mr Mellor breached the spirit of the code of conduct for ministers on accepting favours or hospitality rather than his affair with Antonia de Sancha. Besides the Mellor all-expenses paid holiday in Spain in 1990, it was alleged yesterday that they had enjoyed "lavish hospital-

ity" as guests of Sheikh Zayed of Abu Dhabi in 1989. One executive member said: "To show poor judgement on so many occasions must make you wonder about his judgement as a minister."

Bryan Gould, the shadow national heritage secretary, stepped up the pressure with a letter to Mr Major questioning the minister's conduct. The letter follows allegations, which Mr Mellor denies, that he sought help from the British embassy to reconnect the water supply while on holiday with Mona Bauwens

in Spain. Mr Gould said: "While this is in itself a relatively trivial incident, it throws new light on Mr Mellor's concepts on what is right and proper conduct for one of Her Majesty's ministers." But friends of Mr Mellor insisted that he telephoned the consulate only to ask for advice.

The secretary of state himself continued to stand firm. Arriving for a seminar at the National Gallery in London, he said that as far as he was concerned, it was "business as usual".

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## Two characters in search of the leading role

JOHN Major and John Smith last faced each other across the Commons dispatch box as Chancellor and shadow chancellor on November 14, 1990.

Although the Tory leadership contest had just begun, Mr Smith did not even mention the possibility that Mr Major might be the eventual winner, as he was less than a fortnight later. It was not a glimmering oratorical exchange, but many of the themes will recur in this afternoon's debate. Mr Smith wondered what the slogan would be for the next Tory party conference — "The challenge of leadership", "Combating unforeseen circumstances", and "Catching the train to Europe".

For both Mr Major and Mr Smith, today's debate will be not only their first direct

confrontation as prime minister and Leader of the Opposition but also a crucial test of their leadership.

Mr Smith has the easier case to make, but is also under the burden of the highest expectations. He made his name as a Commons debater when the government was in disarray during the Westland crisis of January 1986. Using all his Scottish advocate's skills, he exploited weaknesses in the government's position in the government's position with wit and forensic skill. Labour MPs are looking for a repeat performance.

His speech will concentrate on the changes in government policy over Europe, particularly the floating of the pound. He will, one Labour adviser said yesterday, try "to force Mr Major to eat enormous numbers of words". Mr Smith has also been trying to ensure that

### MAJOR v SMITH

Peter Riddell considers the precedents and background to this afternoon's heavyweight clash in the Commons

Labour presents a reasonably united front after the recent divisions. The overwhelming majority at yesterday's meeting of the national executive committee for a statement supporting closer European integration and the exchange-rate mechanism gives Mr Smith the backing he wants — even though Tory MPs will still be able to point to Bryan Gould's open dissent.

Mr Major faces the obviously harder task, because of the big gaps in government policy. In the week since the forced abandonment of the ERM,

ministers have sought to assemble a new European and economic policy, though there has been uncertainty within Whitehall itself about where the government stands. One senior official commented that he knew what the policy was only when he heard what Norman Lamont had said.

Mr Major will argue that the narrow French vote and the unresolved Danish situation mean that it is impossible to be precise about the Maastricht treaty until after the EC summit next month. He will claim that events are moving

in Britain's direction, despite evidence of a closer Bonn-Paris axis.

On the economy, Mr Major and Mr Lamont, who will speak at the end of the debate, will claim that there has been no U-turn since sterling was forced out of the ERM as a result of exceptional pressures and there has been no change in the basic goal of non-inflationary growth. He will be able to point to this week's pressure on the French franc as evidence that the ERM needs to be reformed. But they will be under pressure to explain the apparent change in policy of the past week — the contrast in past and present attitudes to floating and why it is only now possible to cut interest rates. There are worries in the City that the easing of monetary policy will result in higher inflation and

postpone a return to the ERM.

The cabinet will this morning discuss the precise line on the Maastricht treaty and the timing of re-entry into the ERM. There are clear divisions on this between a majority of ministers favouring a return within a few months, if not weeks, and others, a minority including some in the Treasury, supporting a long delay.

Mr Major will, for the first time in his premiership, be on the defensive, though, previously, when he was a social security minister, he showed his qualities as a partisan fighter when under pressure. He is assured of the support of his own backbenchers for a motion expressing support for government economic policy. But Tory backbenchers will be looking for him to provide a clear lead.

## Smith freezes out shadow cabinet dissidents

By PHILIP WEBSTER, CHIEF POLITICAL CORRESPONDENT

JOHN Smith yesterday closed the door on Labour support for a referendum and isolated shadow cabinet critics of closer European integration.

Bryan Gould, the shadow national heritage secretary and the leading Euro-dissident, was still in his job last night after agreeing to accept shadow cabinet collective responsibility for a European stance about which he is clearly unhappy.

But he will put the doctrine under immediate strain today by chairing the launch of a policy group's pamphlet that accuses the Labour leadership of betrayal in its move towards an enthusiastic European stance, including support for the exchange rate mechanism.

At the same time Mr Gould will return to his criticism of

treaty bill when it returns to the Commons. Early at the NEC meeting, the left, backed by Mr Gould, proposed a referendum on Maastricht but they were heavily defeated.

Later, David Blunkett, the shadow health secretary, proposed another amendment suggesting that Labour should leave open the door on a referendum at a later stage.

Mr Smith was in no mood to compromise and the proposal was defeated by 22 votes to six. Mr Blunkett was backed by Mr Gould, Clare Short, Joan Lestor, Dennis Skinner and Tony Benn. Margaret Beckett, Labour deputy leader, dismissed the pro-referendum lobby, declaring they were fighting the battles of the 1975 vote on whether Britain should stay in the Common Market. She said: "It is becoming increasingly clear that those who are calling for a referendum in the political world are, in almost all cases, really calling for us to leave the European Community, to sever our relationship with that Community."

Mrs Beckett added: "That issue was settled nearly 20 years ago. The Labour party sees no merit in reopening it." Supporters of a referendum later expressed their disappointment at the NEC decision. Mr Skinner said: "It is a very poor document. It is as if last week never happened. It is so pro-Common Market it is unbelievable." Mr Skinner said: "I believe Europe is in Smith's blood. You can't move him." Mr Benn said: "I am naturally disappointed." He predicted widespread public support for a campaign for a referendum.

Opening the executive debate, Mr Smith said the party "is determined to ensure that Britain remains in the first division in Europe and is neither sidelined nor relegated to the second division."

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## Tories to rally round Major

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

MOST Conservative MPs intend to put aside their differences over Europe and close ranks behind the prime minister in today's debate over the government's handling of the sterling crisis.

Leading members of the Tory Euro-sceptic faction indicated yesterday that they would "rally round the flag" as John Major defends himself against a Labour onslaught led by John Smith, its leader. Some of Mr Major's sternest critics on his own benches are prepared to back him in tonight's vote on a motion supporting the government's economic policy.

But a show of strength in the division lobbies will mount only to a temporary reprieve. During the debate, the government will come under attack from its own side, and its critics will signal their intention to return to the fray if Mr Major attempts to reintroduce the bill reaffirming the Maastricht treaty or to reinstate the European exchange-rate mechanism (ERM).

Mr Major will also come under pressure from senior figures on the other side of the

party divide not to drop his pro-European stance. Sir Edward Heath, the former prime minister, said yesterday that he wanted Mr Major to reaffirm his goal of putting Britain at the heart of Europe. He should leave his critics in no doubt of his intention to rejoin the ERM as soon as practicable and to ratify the

### EURO-SCEPTICS

treaty. A single currency was the only way to stop currency speculators running the country, Sir Edward said.

James Cran, a joint-secretary of Fresh Start, a new grouping centred on the 22 anti-Maastricht second-reading Tory rebels, said that the vote would become one of confidence in the government. "I want to argue with a Conservative government not a Labour one," Mr Cran, MP for Beverley, said. "Tomorrow is an onslaught on the government by the Opposition. On that sort of day, I am with the government." But he said: "Any talk of re-entering the ERM at some time in the



Bryan Gould, Labour's chief Euro-sceptic, leaving the NEC meeting yesterday

## New policy attempts to seize high ground on Europe

WITH the Conservatives in turmoil over Europe, Labour's new policy statement is a clear attempt by John Smith to take the high ground for his party (Philip Webster writes).

In a high risk strategy after last week's upheaval on the foreign exchange markets, the paper expressly endorses the principle of the exchange-rate mechanism and blames Britain's withdrawal last week on Conservative economic mismanagement and the underlying weakness of the economy.

In a strong restatement of Labour's Europeanism, the document says the British economy will continue to be closely integrated, both financially and industrially, with the EC.

"We cannot be expected to be able to defend our national interest or contribute to the progress of our own continent if Britain is pushed to the

periphery." It says that Labour supports "the principles of a managed system of fixed but adjustable exchange rates agreed through international co-operation". But it says that Labour has always agreed that for entry into the ERM to work successfully would require an economic and industrial policy designed to boost performance.

"It is Conservative economic mismanagement which lies at the heart of the present weakness of the pound and its withdrawal from the ERM. Clearly any re-entry into the ERM requires the adoption of policies which strengthen our weakened economy."

The document, *Europe: Our Economic Future*, commits Labour to backing stronger controls to diminish the power and role of speculators. It says that the dramatic events of recent weeks demonstrate

clearly that in the long run the creation of a single currency would guarantee an end to currency speculation within the Community. It underlines Labour's past stance that "a vital pre-condition" of economic convergence is "a monetary union."

"Just as the ERM did not cause the recession, neither will our departure from it guarantee recovery."

The paper says that Britain should initiate discussions on the problems that arise from the Danish rejection of Maastricht. "Unless that is done Parliament cannot proceed with the ratification bill. The Labour party recognises that recent events have produced a new and dynamic situation in Europe. This requires flexibility in the response of the whole Community in order to win the support of the people for a new way forward."

## Three-wheel advocate runs into trouble

By TOM WALKER  
IN BRUSSELS

CONTROVERSY and Martin Bangemann press conferences always walk hand in hand. So it was yesterday, when the jovial German commissioner for the single market strode grinning into the midday briefing for journalists.

Herr Bangemann, large of frame and personality, said he had come to explain the Commission's latest directive, aimed at standards of harmonisation for two and three-wheel vehicles. In the present circumstances, he said, "one would get the impression that the work of the EC has to be constantly explained."

He even hinted that he would do his best to curb his customary loquacity. "I've got to be a little more cautious

### EURO-HUMOUR

than my conscience is asking me these days." Sitting beside him, Bruno de Thomas, spokesman for the commission's president, Jacques Delors, nodded approvingly.

But everybody knows it is never long before Herr Bangemann pushes the self-destruct button. The moment came when he tried to explain subsidiarity.

"Take pornography," he said. "It is controlled when it comes into Britain but when it is produced and distributed there it is deemed OK. I can only assume that British pornography is somehow less bad."

Unwittingly, Herr Bangemann had clouded a debate on EC decision making by calling for a free market in dirty magazines.

Mr de Thomas could be seen cringing at his side, but it was too late. Herr Bangemann was back in his stride, this time on condoms, harmonisation. It is not the image that Brussels needs at the moment.

Sadly for Herr Bangemann, when he emerged from the conference not a press release on two and three-wheel vehicles was to be found, and he himself could not remember the exact contents of the directive. He had singularly failed to explain what he had come to explain, but at least we know his views on pornography.

### NEWS IN BRIEF

## Piper Alpha owners sue rescue ship firm

The Occidental oil company, which is to sue its contracting companies in an effort to recoup millions of pounds it paid in compensation after the Piper Alpha disaster, is including in its action a shipping company which lost two employees as they battled to save lives (Kerry Gill writes).

Occidental has begun a series of actions at the Scottish Court of Session suing 26 companies involved with Piper Alpha, which exploded in 1988 with the loss of 167 lives. One company it is suing is Haven Shipping, of Great Yarmouth, three of whose employees were awarded the George Medal for heroism, two posthumously. The company's standby vessel Sandhaven was on contract to Occidental and, when the Mayday call was heard, made for the scene. Crewmen Malcolm Storey and Brian Batchelor died in the inferno; a third, Iain Letham, survived.

The rescue attempt was the firm's only involvement in the disaster. It is believed that Occidental is trying to recoup from Haven all the money paid to Mr Letham and the dead men's families, a total of almost £1 million. It is understood that Occidental is taking the actions as part of a complex argument over contractual indemnities against compensation payments made to companies that worked for it on the Piper Alpha installation.

## DPP 'leak' criticised

The Director of Public Prosecutions was criticised yesterday for releasing information that raises questions about the innocence of one of the Guildford Four. A letter sent to the Woolwich and Guildford pub bombings enquiry also had information which, it was claimed, could prejudice the trial of three former police officers accused of perverting the course of justice. The information was in a letter, outlining the defence case, sent by a lawyer representing one of the men to the judge who is to hear the case next April. It was attached to a submission from Barbara Mills, the DPP, in which she responded to strong criticism by the enquiry chairman over the delay in bringing the officers to trial.

## Threat over new tax

The introduction of the new council tax is being put at risk by the government's refusal to say how much it will allow local authorities to spend next year, council leaders said yesterday. Speaking after a two-hour meeting in London with Michael Howard, the environment secretary, senior councillors said that without a clear target it was impossible to begin planning budgets. Mr Howard, who has delayed the announcement of the financial settlement for local government from July to November, again refused to be drawn. He also refused to give any indication of the likely level of next April's bills. He has blamed the delay on the need to complete the valuation of 20 million homes.

## Buses run on bio-fuel

A fuel made from plants is to be used to run buses in Reading, Berkshire. Three of Reading Transport's 200 buses will have their tanks filled with rape methyl ester, a diesel derived from oilseed rape, for a three-month trial. Paul Shepherd, the company's engineering director, said no modification would be made to the buses' engines, which are now powered by petroleum-based diesel. Experiments in other European countries suggest that "bio-diesel" has significant environmental advantages: there is no sulphur content and emissions of carbon monoxide and smoke particles are much reduced. The government has so far declined to subsidise the production of bio-diesel.

## Safe landing

A Russian couple with no sailing experience have arrived in Britain after a 2,000 mile journey in a leaking yacht. Alexander and Galina Grazdankin, both 45, set out from their home in St Petersburg at the end of July because there was no work there. After nine weeks on the yacht, which had no cooker and only candles for light, they came ashore at Walsash in Hampshire. Members of Walsash Sailing Club are providing homes for the couple until they attempt the next stage of their journey to the West Indies. Robert Hughes, the club's commodore, said: "I have nothing but admiration for them. They have sailed 2,000 miles in a 23ft boat which is just about Viking standard."

## Hodge to leave politics

Margaret Hodge, the leader of Labour-controlled Islington council in north London, is to leave local politics to join the accountancy firm Price Waterhouse. Mrs Hodge, right, who made headlines in 1982 by flying the red flag from Islington town hall, is standing down at the end of next month. She will remain on the council until the end of her term but will not seek re-election in 1994. Mrs Hodge, 48, who is married with four children, is also resigning from her positions as leader of the Association of London Authorities and vice-chairman of the Association of Metropolitan Authorities. She will be working four days a week at Price Waterhouse as a senior consultant in the public sector field. She said yesterday: "My post with Price Waterhouse will keep me very much involved with local government and the wider public sector."



## Lawyer stole £1 m

A lawyer was jailed for seven years yesterday for stealing more than £1 million from his clients in one year. Derek Chismall, 47, of Corringham, Essex, took the cash from funds he was looking after when his practice got into difficulties. Some of the money went to keep the firm going and the rest was used to subsidise an expensive lifestyle. He admitted 18 charges of stealing money between July 1988 and July 1989. He confessed when he was told the Law Society was coming to inspect his books.

## Second victim identified

The second of two murdered 22-year-old British women found in bushland graves 85 miles southwest of Sydney at the weekend has been formally identified as Caroline Clarke after dental x-rays were flown to Australia. She and Joanne Walters went missing in April. Miss Walters was identified by dental records on Monday. Miss Clarke had been shot more than once in the head and Miss Walters had been gagged and stabbed repeatedly in the chest. Police have so far found no clues at the site.

## Major to see Reynolds

John Major is to have talks with Albert Reynolds, the Irish prime minister, in London tomorrow in an attempt to resolve differences over when to hold a meeting of the Anglo-Irish conference. The British government is believed to be resisting pressure from Irish ministers for an early meeting because of fears that it could provoke Unionists to leave the all-party talks in Dublin on the future of Northern Ireland. The conference has not met for five months to allow talks on Northern Ireland to take place.

## Gummer scorns sceptics

BRITAIN will have no chance of managing its economy successfully and protecting the environment unless it retains a place at the heart of Europe, John Gummer, the agriculture minister, said yesterday (Michael Hornsby writes).

Those who resent the power of strong currencies cannot ignore them. We are directly affected in or out of the ERM," he told a conference in Cambridge on environment-sensitive farming. "Britain does not lose sovereignty by being a member of a wider international discipline any more than we would regain sovereignty by withdrawing from it."

Later Mr Gummer scornfully dismissed the "view of Britain's departure from the ERM. The Swedish experience showed that was not true, he said. Inside or outside, Britain could not allow its interest rates to become "out of kilter" with those in the rest of Europe.

## Nationalists find a refuge in UK crisis

By KERRY GILL

COWED rather than bloodied after losing three of its five parliamentary seats at the general election, the Scottish National Party, which began its annual conference in Perth yesterday, sought a way out of its problems by concentrating on the economic problems which have enveloped the UK.

Rather than making excuses for his party's failure to achieve a promised 40 per cent of the Scottish vote, Alex Salmond, the leader, said the events of the last week had once and for all contrasted the benefits of Scottish independence with Britain's bankruptcy.

Few could argue that the timing of the conference could have been better for a party that five months ago was promising a Scotland "free by '93". Mr Salmond, the sole political leader who forecast the destabilisation of sterling two years ago when Britain entered the ERM, said the conference must be the launching pad of a new campaign that would ensure vic-

tory at the next general election.

The nationalists' four-year plan, in which members will seek to improve organisation, publicity and finances, will begin in earnest within the next few weeks. Activists will

### SNP

campaign on the streets to warn over impending privatisation of water and the dangers of hitching the country to a government that may never regain its credibility.

Party leaders refused to acknowledge any mistakes they may have made in the run-up to the general election. Margaret Ewing, MP for Moray and the parliamentary leader, said: "The economic crisis shows why we must have independent Scottish control of our economy, free from the disastrous quick medicine of Westminster." She said that the fact that one in five Scots had voted for the SNP provided a sound foundation.



British Aerospace decision to close Hatfield factory ends pioneering era in military and civil aircraft

# Crash landing for six decades of British aviation history

By HARVEY ELLIOTT, AIR CORRESPONDENT

THE decision to close the British Aerospace factory at Hatfield ends 62 years of aviation history during which Britain often led the world in aircraft design, innovation and manufacture.

In 1930, when Geoffrey de Havilland moved his company from Edgware to Hatfield, the market for civil aircraft barely existed. He was convinced that his simplified structures would succeed and over the years leading to the outbreak of war he turned out a stream of Tiger Moth and Moth Minor trainers, Leopard and Hornet Moth trainers, Dragon Rapide light transports, Comet racers, Albatross and Flamingo airliners and Airspeed Oxforas.

During the war the factory was turned over to producing Mosquitos, a total of 7,781. The Mosquito was followed by the Vampire Interceptor and the Hornet, a single-seat fighter development of the Mosquito.

After the war, while the rest of Europe gathered its breath, de Havilland plunged back into the civil aircraft market with the Dove, an all-metal Rapide replacement, while military work continued with the Venom and the Sea Vixen. The pinnacle of Britain's plane-making power was reached in 1952 when the Comet, the first jet airliner, flew for the first time on a revenue earning service, with

BOAC. The Hatfield-made Comet stirred the imagination of the world — and sowed the seeds for the decline of British aviation by stimulating the Americans to produce their rival, the Boeing 707.

Still the designers turned out revolutionary aircraft from Hatfield with the Trident and the DH 125 executive jets. Variations of the 125, now 30 years old, are still being produced by British Aerospace today.

When de Havilland was absorbed into the Hawker Siddeley Group in 1960, almost all the 37,000 employees worked at Hatfield. Hawker Siddeley was itself merged into British Aerospace in 1977 and by then the world's aviation industry was changing. The vast amounts of money needed to design, test and develop aircraft could no longer be afforded by one country, let alone one company.

As alliances formed between manufacturers in America, Japan and Europe, Britain gradually became a supplier of parts rather than an innovator. Concorde, the Tornado and the Airbus family of jets, now the mainstay of British Aerospace, are joint ventures with companies which for many years had been rivals. Even the "British" 146, which is to be built jointly with the Taiwanese, is powered by American engines. Nonetheless, Britain's aero-

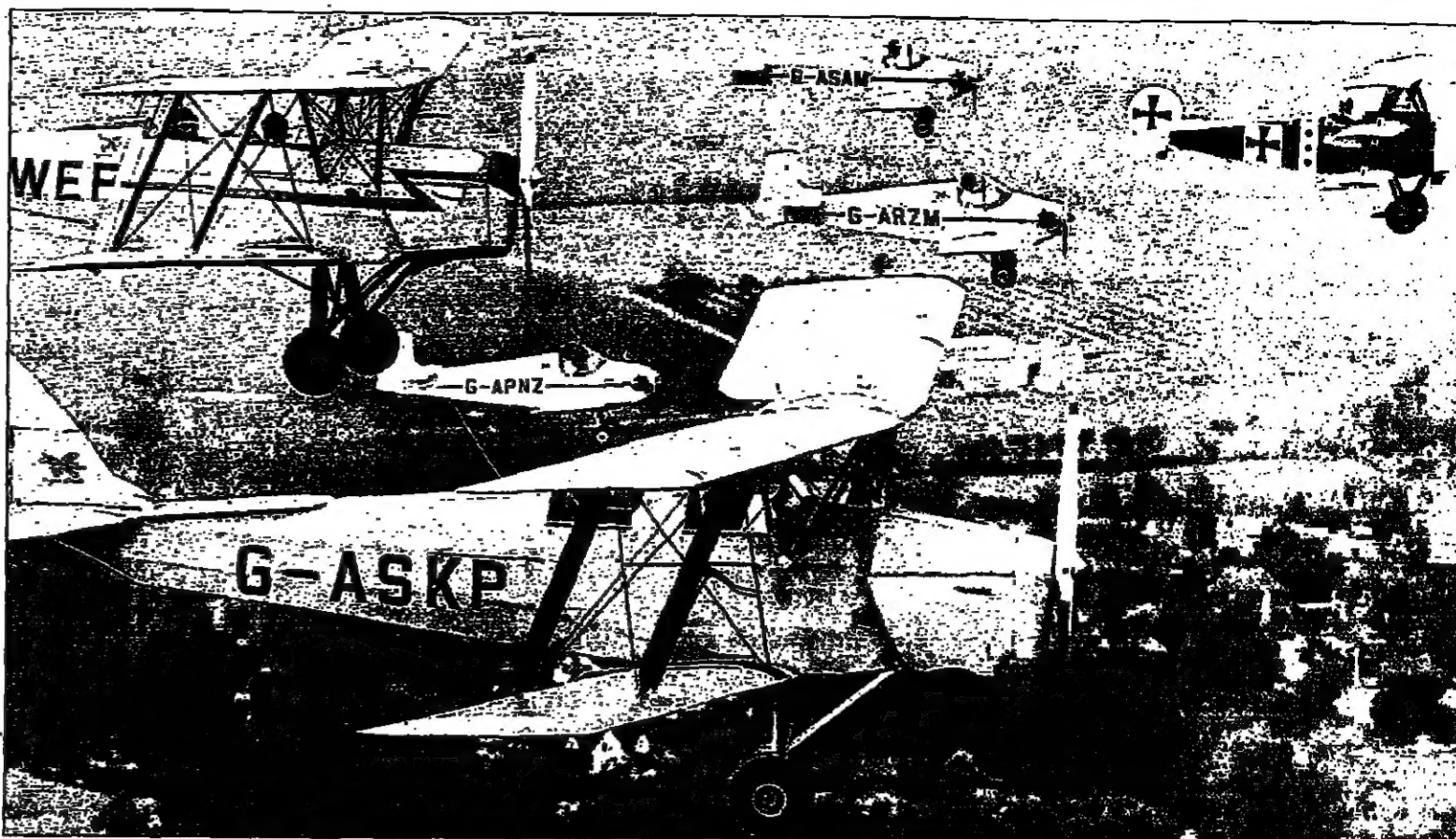
space capacity is second only to the United States and research, design, development and manufacture continue, although increasingly on contracts. Apart from British Aerospace itself, Rolls-Royce is the biggest supplier of aerospace equipment. Dozens of other suppliers, including Dowty, Lucas and Smiths Industries, provide parts for aircraft made largely in the United States or on the Continent. The industry's turnover is more than 2 per cent of GDP and it produces 5 per cent of manufactured goods. Aerospace companies have contributed well over £16 billion to the trade balance over the past decade.

Although jobs have been lost in the industry from a peak of almost 250,000 in 1981 to less than 170,000 today, there has been a big increase in productivity, allowing Britain to increase its share of the world's aerospace trade from 10 per cent in the mid-1960s to 17 per cent.

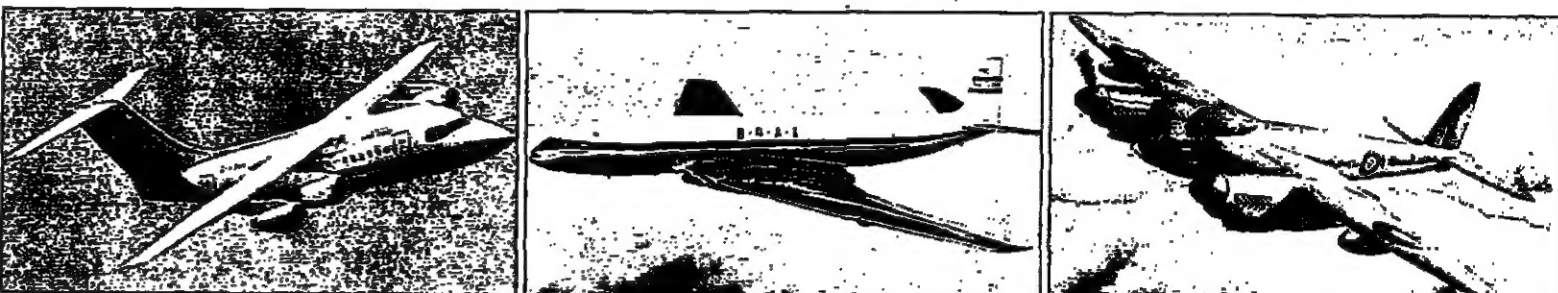
Until the recession is over, the short-term outlook is bleak. Rival companies in Europe are investing heavily in new products and designs while Britain's aircraft are based on old concepts. At the recent Eindhoven air show many European and American aerospace executives said privately that it would be simpler and kinder if Britain's plane-making industry was allowed to die, enabling the factories that remained to concentrate on providing specialised parts for the global aircraft of the future.

Such a view, while hotly contested by diehards within an industry which engenders deep emotional attachments, is gradually becoming accepted by those who run it. The closure of Hatfield can only hasten the day when it becomes a reality.

3,000 jobs go, page 1  
Leading article, page 13  
£750m provision, page 17  
Stock market, page 20  
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Aviation pioneers: de Havilland, absorbed by Hawker Siddeley which later merged with BAe, built the Tiger Moth planes in the thirties



Masters of the skies: the BAe 146-100, a de Havilland Comet I passenger airliner and a de Havilland Blockbuster Mosquito bomber

## From boom to bust and a future in the dole queue

HATFIELD, a town that swung throughout the sixties and continued its expansion in the seventies and eighties, is bracing itself for a bleak future in the nineties.

Its showplace Galleria shopping centre straddling the A1 motorway has suffered difficulties and is being run by new management. There is half-a-million square feet of vacant office space and 1.5 million square feet of empty factory space, most of it built since 1990.

The town's polytechnic was recently given university status. But the decision by British Aerospace to end manufacturing at Hatfield by the end of next year is being

seen by some as a blow to its pride from which the town will take years to recover.

David Riddle, chief executive of Welwyn and Hatfield District Council, said that the scale of the "disaster" was enormous and it would be impossible to calculate the effects on the local economy. The council decided yesterday that it and the local Hertfordshire Training and Enterprise Council will spend £1 million trying to create jobs and to offer new training for those losing employment at BAe.

He said: "Hatfield is an aerospace town. If the de Havilland brothers had not located here in the 1930s the new town might not have

The Hatfield closure will seriously damage the local economy, writes David Young

been built. BAe and its predecessors have provided not only a source of employment directly but the very foundations of the technological and engineering skills base of this area.

"The closure will have a very grave impact. One in every 18 workers in the district is employed by BAe, four

in ten BAe employees live in Welwyn and Hatfield and about eight in ten in total live in Hertfordshire."

Mr Riddle has also calculated that many other companies, suppliers, contractors and local services and shops will be affected. BAe has been spending £15 million a year in supplies from other Hertfordshire companies and the local authorities calculate that £12 million a year in consumer spending power has been poured into the area by workers. He expects that the latest BAe redundancies could be followed by another 1,300 in other companies because of the closure.

The district, like most other

parts of south Hertfordshire, enjoyed spectacular growth in the years after the second world war, but the recession of the past two years has arrived with a vengeance. In some parts of the town unemployment has reached 17 per cent and the average for the district is nearly 9 per cent.

The town is regarded as an unemployment blackspot, especially for younger workers despite the reputation of the university and local technical colleges. Roy Hopkins, convenor for the trade unions at the factory, said: "We knew that we could not buck the world trend but we did not think that aircraft building at Hatfield would end for ever."

## Sambas recall life of laughs

By TIM JONES

FRIENDS from the world of showbusiness and many fans turned a memorial service into a jolly occasion when they paid their respects yesterday to the man who became, through television, the most successful comedian the world has ever known.

St Martin-in-the-Fields, London, reverberated to the music of a Latin American trio which played the sambas that Benny Hill had loved. Then Max Bygraves sang a song.

Mr Hill, 67, died alone on April 20 in his flat in Teddington, overlooking the Thames. Henry McGee, who played his straight man, said: "Somewhere, every hour of the day, someone is watching a Benny Hill show."

"He was a most extraordinary, ordinary man who gave the world's funnybone a tweak." A sombre note was provided by the author Anthony Burgess, who claimed Britain had let Mr Hill down with accusations of vulgarity and sexism. His courtship with the scantily clad Hill's Angels were really "a mockery of male sexuality," the impossible in pursuit of the unobtainable, he said.

The Run Off

'Yakety Sax'  
played by  
PETER HUGHES

please leave at double speed



Fast exit: part of the Order of Service

## Weeping man tells of killing baby

By A STAFF REPORTER

A MAN described to a jury at the Old Bailey yesterday how he snapped and killed his "adopted" baby son when he was unable to stop him crying.

Frederick Feathers, 20, went in the witness box as he said: "I had no intention of hurting him in any way." Feathers, unemployed, admitted throwing five-month-old Harry Gurney — the child of his girl friend Joanne, 19, by a previous relationship — on to a bed at their flat in Barking, east London, causing him to strike his head on a wall. He denies murdering the baby on October 31 last year, but the prosecution has rejected his plea of guilty to manslaughter.

Feathers told the jury he moved in with Miss Gurney in April last year, knowing she was already pregnant. "I knew she was thinking about a termination," he said. "But we talked about keeping the baby and felt we could cope. I like children, so we decided to give it a go."

After the boy was born in June last year, seven weeks premature and weighing only

3lb, he visited him in hospital every day for more than two months. "It was great when he came home," Feathers told the jury. "It was what I always wanted."

Neil Taylor, QC, for the defence, read the text of a card that Feathers had chosen for Miss Gurney. "Of all the precious gifts in life, the best must surely be, a baby who brings added joy into a family. And in this little welcome verse are wishes for you all, including really special ones for a baby sweet and small."

On October 30 last year, Feathers said, he woke Harry while cleaning the flat. "I tried everything to try and stop him crying," he said. "I walked into the bedroom, held him in front of me and shook him violently. Then I threw him on the bed. His head struck the wall."

Under cross-examination by John Bevan, for the prosecution, Feathers conceded that he had been alone with the boy for only 15 minutes while Miss Gurney was out buying cannabis.

The trial continues today.

## ITN chief wants end to D-notice

By MELINDA WITTSTOCK, MEDIA CORRESPONDENT

THE editor-in-chief of ITN yesterday called for abolition of the "D-notice" system. The arrangement has for 80 years brought together Whitehall mandarins, editors and broadcasters to decide whether to suppress stories thought to threaten national security.

Stewart Purvis said the discretionary system, whose existence will be reviewed at a D-notice committee meeting on October 21, should be replaced by informal guidance from individual government departments. The guidance would have no legal force and each department would assume responsibility for queries about its interpretation. Mr Purvis is a member of the committee.

John Wilson, controller of BBC editorial policy and also a member, said that while he found the system "uncomfortable" he did not think the media should get rid of it. "It is as benign as a toothless old dog. And that's the way I'd like to keep it," he said.

## Church vacancies drying up

By RUTH GLEDHILL, RELIGION CORRESPONDENT

THE problem of unemployment could be facing the Church of England, which has traditionally provided a stipendiary job to all those genuinely called to serve God as an Anglican priest.

In a letter to *The Times* today, an ordinand at Salisbury and Wells theological college says that he has written to nine dioceses looking for work and been unable to find a vacancy. Anyone training for the stipendiary ministry can be ordained only into a title in the Church of England, so a would-be priest who cannot find a job has to postpone ordination.

At least one ordinand, a partially-sighted woman who completed her training last year, has been unable to find a title, or curacy, to allow her ordination to take place. In the Bradford diocese, a newly-

ordained priest who completed his first curacy has been unable to find a job as a vicar.

Some clergy believe the problem could worsen if the church votes to ordain women to the priesthood in November. The Right Rev Hugh Montefiore, former bishop of Birmingham, said some women were waiting for a vote in favour before putting themselves forward for ordination training.

Bishop Montefiore said evidence from New Zealand and America showed a surge in numbers seeking ordination could be expected if the church agrees to women priests.

In a recent *Church Times* article, Bishop Montefiore asks whether the church will be able to afford jobs for all its clergy if the increase in women clergy exceeds a con-

tinuing fall in male clergy. The problem has arisen partly because of the reduced income from the church's historic assets, which has forced some dioceses to cut clergy numbers by 10 per cent. Other dioceses have refused to employ clergy from outside.

Last year, 246 men and 75 women were ordained into stipendiary jobs, compared to 600 men in 1960.

England could be ready for an evangelical revival similar to that of the eighteenth century, Canon Michael Green, evangelism adviser to the Archbishops of Canterbury and York, said yesterday. Canon Green was speaking at the launch of Springboard, the Archbishops' evangelism initiative, at St Paul's cathedral, London, last night.

Letters, page 13

## IT'S TIME YOU ASKED YOUR SUPERMARKET MANAGER MORE SEARCHING QUESTIONS THAN "WHERE ARE THE BEANS KEPT?"

Many Third World countries earn less for the raw materials they produce than they did 40 years ago. Ask your supermarket if they know what it means to ordinary people.

### DO YOU KNOW HOW MUCH HARDSHIP GOES INTO A JAR OF COFFEE?

In Uganda, coffee is life. It accounts for 90% of the country's foreign exchange earnings. Yet in 1989 prices fell by 40%. For one typical farmer, the effects were simple: it meant no more books for his children, no more medicines, selling the family's goat to pay taxes, and leaving home to try and find work in the city.

### DO YOU KNOW THAT MISERY IS AN INGREDIENT OF CHOCOLATE?

Brazil, early 1992. In 90 degree heat a mother and four children squat on the ground furiously scooping beans out of cocoa pods. They will work for eight hours. Only the mother will be paid, and it will be below the minimum wage of 78p per day.

### DO YOU KNOW YOUR SUPERMARKET CAN DO SOMETHING ABOUT THIS?

There are some products like fairly traded coffee that guarantee producers and pickers a better deal for their goods and labour. Yet they retail at about the same price as other brands.

In research, 84% of people said they would like to see products like this in their shops.

So the last two questions are: Do you stock them? And where are they kept?

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Address \_\_\_\_\_

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to help those suffering due to unfair trading.

**Christian Aid**  
We believe in life before death



## Ban all students with poor English, Patten tells university heads

BY JOHN O'LEARY, EDUCATION CORRESPONDENT

UNIVERSITIES should refuse to admit students whose spelling and grammar is not satisfactory, John Patten, the education secretary, said yesterday in a new assault on standards in schools.

Addressing a vice-chancellors' meeting in Exeter, Mr Patten urged academics to speak out if they believed schools' standards were falling. "The academic community should not simply stand on the sidelines and complain. Nor should it seek to do the job of schools for them," he said.

Standards of grammar and spelling were of particular concern to some people in the universities. Whether or not overall standards were falling, schools had to give more attention to their pupils' basic skills.

A recent survey of under-

graduates found that standards of basic English had declined over the past five years. Some universities have

considered running remedial courses to cope with the problem.

Mr Patten said: "If schools fail to provide the quality of candidates sought by universities, that is no argument for universities themselves to provide courses to bring them up to scratch. Talk of an additional and essentially remedial foundation year for undergraduates is simply not on. Forget it."

He urged the vice-chancellors to make their requirements known to schools. "If pupils cannot meet your requirements, don't admit them. That will ensure that schools adapt and improve," he said. "Don't simply complain about the standard of English. Decide precisely what you expect of applicants and exploit the opportunity offered by the review of national curriculum English."

The vice-chancellors were left under no illusions about

the prospects for extra funding to meet the government's demands for expansion. Mr Patten said unit costs would have to be cut further to accommodate more students.

Higher education would receive a fair share of public spending, he said, but the total would be constrained for the next three years.

Mr Patten also maintained an uncompromising stance on lecturers' pay, standing by his veto of a 7 per cent pay deal made by the vice-chancellors in May. "I have to take into account both government policy to bear down upon public expenditure and the need to link pay to performance. I take personal responsibility for this, and will continue to do so," he said.

He promised new negotiating machinery for next year's pay round. The machinery would give universities more scope to set their own pay levels, with national negotiations conducted by a new employers' organisation.

Vice-chancellors are still considering whether to take legal action to try to remove the veto and free £24 million held back from university budgets pending a settlement acceptable to the government. The issue will be discussed this morning, but a final decision will be taken in concert with the Association of University Teachers.

Independent school heads want their brightest pupils to begin university courses in the sixth form because many are not being stretched sufficiently by A levels.

The Headmasters' Conference, which represents 233 independent schools, has begun talks with state school heads on a joint approach to the universities. Informal contacts have brought a positive response from some of the former polytechnics.

Vivian Anthony, the conference secretary, raised the plan yesterday at the heads' annual meeting in Bruges. He said: "There is a feeling that some of the changes that have been implemented in some subjects have left the brightest pupils with slightly fewer demands than they had in the past. This would fill a gap left by S levels, which have now practically disappeared."

"How many times have you heard students come back after their first year at university and say they were bored stiff because they had done it all at A level and were taught much better at school? Where they are bright enough, to complete some university modules at school would be a great challenge for our most able pupils." Degrees would be completed in less than three years.

Many of the new universities already franchise the first year of degree courses to further education colleges.

## Polys take 39 steps to join high table

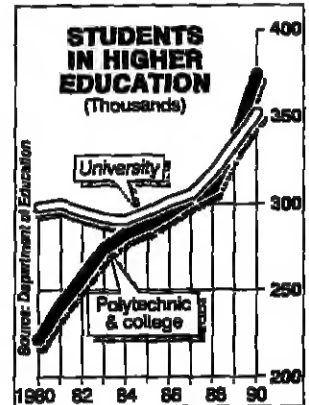
BY DOUGLAS BROOM  
LOCAL GOVERNMENT  
CORRESPONDENT

A decision by university vice-chancellors to admit the heads of the former polytechnics to their own exclusive club is a mark of how far the polys have come in the past two decades. Once derided from the high table as little more than technology colleges, the 39 polytechnics were kept out of the councils of the great by the so-called binary line that separated them from universities until earlier this year.

After 21 years under local authority control, the polytechnics were given independent status last year and, this spring they won the right to become universities awarding their own degrees. Vice-chancellors bowed to the inevitable yesterday and ushered the former polys to the seats at the high table they had coveted for so long.

As they did so, the Committee of Vice-Chancellors and Principals recognised that its new members represented an even bigger challenge to the way they run their institutions than spending cuts they suffered during the past decade. Polytechnics came from nowhere in the late 1960s to challenge the supremacy of the universities by educating more students from a wider social background at less cost. In 1988, universities received £5,800 a student compared to the polys' £3,500 and by last year they had 22,000 fewer degree students than the newcomers.

Students without A levels, people with vocational quali-



cations and mature applicants with no advanced qualifications were accepted for courses where teaching methods often raised university eyebrows. Subjects such as management studies were pioneered in polytechnics, which saw their mission as being to respond to the needs of the working world. Mature students, attracted by courses relevant to their careers, flocked in.

Today the former polytechnics account for 83 per cent of all mature students and have arguably done most to boost the proportion of 18 to 21-year olds in higher education from one in eight to one in five over the past five years. Britain's first polytechnic was created 154 years ago in Regent Street, and is now the Polytechnic of Central London. It was founded by Quintin Hogg, grandfather of Lord Hailsham of St Marylebone. After the Robbins Committee report of 1963, eight new polys were created in 1969. Today, of the 39, all but four have adopted the title university.

## Beaten pupil goes to court

THE family of an English schoolboy slipped on the bottom by his boarding school headmaster at the age of seven yesterday accused the government of breaching his human rights.

Lawyers for Jeremy Costello-Roberts told the European Court of Human Rights in Strasbourg that the corporal punishment inflicted on the boy constituted "inhuman or degrading treatment" outlawed by the Human Rights Convention, to which Britain is a signatory.

Jeremy received the beating, which consisted of three strokes, in 1985. His mother Wendy complained to the

police and to the National Society for the Prevention of Cruelty to Children, but they both told her that they could take no action as the boy had no visible signs of bruising.

The family began legal proceedings, lodging a complaint with the European Commission of Human Rights, which vets applications to the court. Jeremy changed schools in 1986. It was five years before the commission declared the case admissible, arguing that the punishment did not amount to degrading treatment but that it did breach another article of the convention, which safeguarded "the right to respect for private

and family life". The court was told yesterday that Jeremy had been reprimanded by a teacher for talking in a corridor and for being "a little late" to bed on one occasion, earning his fifth "demerit" mark for similar conduct.

The penalty at the unnamed school for acquiring five marks was corporal punishment and, after consulting his colleagues, the headmaster administered a "slapping" with a gym shoe, hitting Jeremy three times through his shorts.

The judges will not deliver their final verdict for several months after yesterday's one-day hearing.



Shown the door: Michael Gray, general manager of the Hyatt Carlton Tower hotel, central London, who acted as doorman yesterday, having his green uniform adjusted by the real doorman, Michael Healy. Senior hotel staff made beds, opened taxi doors and lugged suitcases for a taste of some of their less well-paid staff's working lives (Joe Joseph writes). "I'm very cold," Mr Gray said. "You obviously have to dress for this job, which I haven't. But something like this gives us a chance to see what improvements can be made and there is also an element of trying to build a closer team within the hotel. Michael's already told me he'd like a new uniform." Upstairs, David Loewi, director of food and beverages, was in a bedroom with a duster in his

hand, but his heart was not in the work. Sony Bartolome, the regular chambermaid, said he was "doing OK. Not too bad. He's helping. He's learnt a thing or two." One thing that Mr Loewi learnt was that some guests bring in food and drink. "So that's what's denting room-service takings," he said, putting on his other hat rather than worrying about how to dust round the delicatessen laid out on the chest of drawers. Back at the entrance, Mr Healy, who has manned the doors for 30 years, said that Mr Gray was "doing very good, really. He must have been watching me for a long time." Mr Gray had a few pound-coin tips in his pocket to prove his new skills. Being a good manager, he handed them straight to Mr Healy.

## Joyriders on twisted ego trip

BY RICHARD FORD  
HOME CORRESPONDENT

MOST teenage joyriders are school failures who believe they are very good or exceptional drivers and take cars for excitement, to give themselves a sense of importance and to impress friends, according to a survey of youngsters involved in car crime.

Jeff Briggs, who carried out the survey among 200 youths at Walker, Newcastle upon Tyne, said the term joyrider was an accurate description of the experience of taking vehicles. "They get a good time, an enormous amount of joy out of joyriding," he told a conference on car crime in London yesterday.

The picture of a joyrider that emerges from the survey is of a male teenager with a disrupted family background where there is unemployment. He has little academic ability and a record of truancy.

The joyrider needs to impress his friends with involvement in accidents and the possession of police charge sheets, which provide additional status and prestige.

## Eco-tourists threaten Third World havens

BY HARVEY ELLIOTT, TRAVEL CORRESPONDENT

NEW breeds of supposedly ecology friendly holidaymakers were warned yesterday that by pushing further into "undiscovered" parts of the world, they are causing as much harm as the mass package tourists of the past.

Dr Eret Cater, of Reading University, told a conference at the Royal Geographical Society in London that the increase in "eco-tourists" visiting the Third World was causing damage to the environment and to the lifestyle of its populations.

"Because eco-tourists try to go deeper into the fabric of the countryside, they are often more difficult to control than the mass of conventional tourists," Dr Cater said.

While visitors search for ever more remote areas, the cost of maintaining them falls on the impoverished Third World country involved.

Dr Bob Prosser, of Birmingham University, warned of the "new religion" of eco-tourism. "It is a form of economic colonialism. Not only do tourists penetrate every nook and cranny of the Earth, they have the assumption that they have every right to do so," he said.

"People still go on holiday for prestige. Getting a sun tan is still a central part but equally important is where that tan was obtained. Margate and even Marbella no longer count. Now it has to be Mauritius."

## MoD spent £123m on doomed air project

BY SHEILA GUNN  
POLITICAL CORRESPONDENT

A TEAM of MPs severely rebuked the defence ministry yesterday for wasting £123 million over eight years in a failed attempt to convert three TriStar aircraft into airborne refuelling tankers.

The Commons public accounts committee also criticised errors in the specifications for a battlefield system which cost £11 million to correct; the lack of a Nato identification system to reduce the risk of killing friendly forces; excessive secrecy on routine projects; and a missile system that has been heavily delayed and trebled in costs.

The cross-party committee of MPs said that the second-hand TriStars were bought in 1984. The ministry could not convert them and abandoned the project earlier this year.

The committee said that the most serious deficiency in Nato's air defence is an identification system to distinguish friend from foe. Nato officials conceded in 1971 that they needed such a system and the MPs indicated that it might have prevented the deaths of nine British soldiers from "friendly fire" in the Gulf.

The Battlefield Artillery Target Engagement System (Bates), which links artillery batteries and target-finding systems, has had an equally troubled history. The MPs said that the specification "ran to 17 volumes and has over 7,000 pages, but despite this complexity it contained many errors and inconsistencies. These problems have resulted in 1,300 amendments which cost some £11 million to implement."

The MPs unravelled the hitches in collaborating with other countries to develop an advanced short-range air-to-air missile to replace the Sidewinder. It took 13 years for the programme to reach full development and costs rose by 200 per cent.

The ministry agreed to be less secretive about the costs and timing of projects after complaints by the MPs.

Commons committee of public accounts tenth report: The 1990 statement on major defence projects and the 1989 summary of post-costing activity (Stationery Office: £11.85)

## Theft gang trapped by children

Six school friends were hailed as heroes for trapping a gang of thieves staging a £50,000 raid on a sports factory.

The six staked out the plant, noted descriptions of the men and recorded the registration mark of their lorry and van. Judge John Prosser, at Cardiff Crown Court, said yesterday: "This was as marvellous as the boy detectives on those wire-less shows I listened to as a child. Your actions were absolutely commendable."

He ordered a reward of £50 each for Kirk Higgins, 12, Sian Hughes, 14, Paul Davies, 13, Tudor Hughes, 13, Neil Burland, 14, and Richard Duckfield, 16, all of Garw Valley, Mid Glamorgan. Gang member Peter Westcott, 37, of Bristol, Avon, was jailed for three years for burglary.

## Damages deal

Anthony Gibbey, a member of the wealthy gin family, yesterday accepted "substantial" undisclosed libel damages and a public apology over a report in the News of the World that implicated he had been wrongly acquitted of a charge of gross indecency.

## Nausea attacks

Fifty firefighters have suffered nausea since tackling a blaze after a fatal explosion at the Hickson International chemical plant in Castleford, West Yorkshire, on Monday.

## Youths accused

Philip John Barbour and Paul Ashley Chapman, both 17, of Reigate, Surrey, were remanded in custody by town magistrates for 28 days yesterday charged with murdering Ruth Deryn, 76.

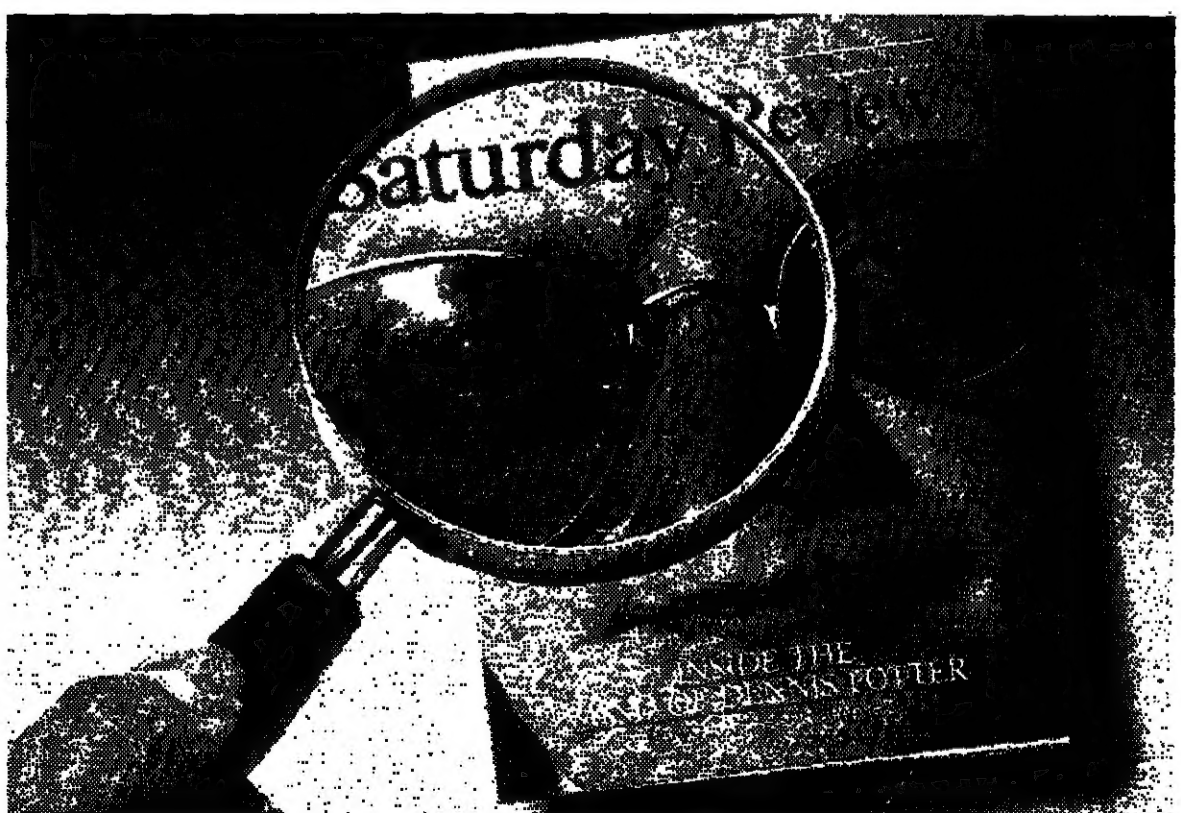
## Murder alleged

Anthony Clapham, 31, of Newport, Gwent, was yesterday charged with murdering Sian Collier, 24, manager of a Ladbroke's bookmakers shop. Magistrates remanded him in custody for a week.

## Worker killed

Robert Stainforth, 36, a North Sea gas worker of Grimsby, Humberside, died when his helicopter he was guiding on to a landing pad on the V-king Bravo platform.

## We investigate the man behind The Singing Detective



IN THIS week's Times Saturday Review we explore the dark and bizarre world of playwright Dennis Potter. Ginny Dougary reveals more about him than even his highly autobiographical plays have done.

To Russia with love.

Peter Hughes travels for a long weekend to Moscow and discovers how the evil empire has given way to a friendlier one, which takes Visa.

Grand plans.

Bryan Appleyard talks to Will Alsop, a brilliant architect whose work has always been

considered too radical to be taken seriously - until now. He is the man chosen to put his mark on the traditional face of Paddington Station.

A good weekend's reading.

Cheap ways to update your wardrobe. Stephen Bayley on the menace of the urban cyclist and Clement Freud talks porridge with Derek Hatton. Plus Jonathan Meades is in Brighton this week on his tour of restaurants, cafes and dives.

THE TIMES

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## Leaked file lists only 88 staffed stations after BR privatisation

By PATRICIA TEHAN

THE privatisation of British Rail will lead to at least 2,600 job losses at hundreds of stations, putting passengers' safety at risk, rail unions said.

The Rail Maritime and Transport (RMT) union and the Transport and Salaried Staffs Association (TSSA) said confidential documents leaked to them show that only 88 stations will be fully staffed during the hours that trains are running if privatisation goes ahead. BR refused to comment on what might happen after privatisation and said that union claims were speculation and guesswork.

The company confirmed, however, that its policy of checking tickets on trains instead of in stations will continue. A spokesman said: "In some circumstances it is better for customers if staff are on trains instead of in stations where they have less value to the travelling public."

Jimmy Knapp, general secretary of the RMT, said that between 2,600 and 4,000 jobs

at 800 stations are likely to be axed in the next five years. He said this would leave 2,468 stations without any staff for at least part of the day. A union survey of Britain's 2,556 stations shows that 1,668 are unstaffed or partially staffed, a 20 per cent increase over last year.

Richard Rosser, general secretary of TSSA, said that the cuts would lead to an increase in accidents, violence, attacks on women and vandalism. He said that if the plans are implemented, "women and older people will become frightened of using the public transport system".

Union figures show staffing levels at stations have fallen from 12,000 in 1988 to 8,000. The unions claim the support of BR managers for their campaign against privatisation. Jim Morgan, infrastructure manager for the southwest division of Network SouthEast, wrote to David Wiltshire, Conservative MP for Spelthorne, about problems

experienced by a passenger using Ashford station, Surrey. Mr Morgan wrote: "All information systems that have been fitted at Ashford have now been destroyed by vandals. We are finding it almost impossible to recruit staff at this station. During the evening after the peak period, the duties can be dangerous. This paints a depressing picture but reflects reality."

Under the government's privatisation plans BR will be split into two businesses. Railtrack will own the tracks, signalling and infrastructure, the other will operate services, some of which will be franchised.

BR has reopened the dispute over the Channel Tunnel link by admitting it is considering options for the line south of Dettling in Kent. This section was considered settled, with the remaining arguments concentrated on the stretch between Dettling and the King's Cross terminus. Union Railways, the BR subsidiary responsible for the link, says alternative options are being examined for the stretch between the Channel and Dettling. These include abandoning the tunnel planned to take the route under Ashford and running the track beside the M20.

### STATIONS THAT KEEP STAFF

The 88 stations expected to retain full staffing — all 800 other stations at present fully staffed are to be partially or completely staffed.

Scotland: Aberdeen, Dundee, Perth, Glasgow Central, Glasgow Queen Street, Edinburgh, Motherwell.

Wales: Swansea, Cardiff. London (mainline): Charing Cross, Liverpool Street, Victoria, King's Cross, Farringham, Euston, Fenchurch Street, St Pancras, London Bridge, Waterloo, Cannon Street.

Rest of England: Norwich, Ipswich, Peterborough, Luton, Bedford, Cambridge, Colchester, Harwich, Lincoln, Sheffield, Worcester, Gloucester, Leicester, Derby, Barking, Nottingham.

Southend Victoria, Bristol Temple Meads, Shrewsbury, Garwick, Chester, Brighton, Crewe, Exeter, Preston, Plymouth, Reading, Bishop's Cleeve, Liverpool Lime Street, Tonbridge, Hertford North, Watford, Stansted, Milton Keynes.

Rugby, Reading, Coventry, Manchester Piccadilly, Ashford, Basingstoke, Birmingham International, Birmingham New Street, Bradford, Carlisle, Darlington, Doncaster, Durham, Hull, Middlesbrough, Stafford, Hitchin, Newcastle, Stoke, Stockport, Stratford, Southampton, Romford, Sharnfield, Portsmouth, Chelmsford, Bournemouth, Margate, Leeds, Warrington, Wigan, Wolverhampton, York.

## Consultants' fees highest in Europe

By JEREMY LAURANCE

BRITISH hospital consultants are inflating the cost of private medical insurance by charging higher private fees than in the rest of Europe and America, says a new report. Consultants can earn six times the rate they are paid by the NHS for the same work.

A few surgeons earn over £4,000 a day by fitting in at least five major private operations, but most do less work and have daily earnings of £750 or below. About 12,000 of Britain's 19,000 consultants do some private work, with the top 1,200 earning around £200,000 a year on top of their NHS salaries. About 30 per cent of private work is done before 9am, after 5pm or at weekends.

The fees charged are 60 per cent higher on average than in the United States, Spain and Australia, 170 per cent higher than in France and four times higher than in Germany and Canada, says the report, commissioned by Norwich Union Healthcare.

The system for setting private consultants' fees in the UK is being investigated by the Monopolies and Mergers Commission. Medical insurance premiums could be cut by 20 per cent if fees were

lowered, said David Cavers, managing director of Norwich Union Healthcare.

William Laing, a health economist and author of the report, said that the NHS benefited from the "subsidy" paid by the private health insurance companies. "There would be a much stronger lobby for higher NHS salaries if it weren't for the private practice bonanza," he said.

The report says that private practising consultants "are among the best paid occupational groups in Britain", exceeded only by main board executives of private companies and senior barristers. Private work made up 31 per cent of their income in 1990 compared with 13 per cent in 1975.

Britain is slipping down the European health league as other countries achieve bigger reductions in death rates from range of "curable" conditions, according to researchers at St Thomas's Hospital, southeast London. They have found sixfold differences in death rates from conditions such as breast cancer and leukaemia in different parts of the country and up to twentyfold between parts of Europe.

### CONSULTANTS' PRIVATE FEES

Number of weeks' earnings needed to pay surgeon's fee	UK	USA	Aus	Can	Spn	Ger
Hysterectomy	3.2	2.3	1.6	0.6	2.7	0.6
Hip replacement	4.2	4.5	2.4	1.4	4.0	2.3
Hemorrhoidectomy (piles)	1.6	0.8	1.1	0.3	0.7	0.3
Varicose veins	2.6	1.6	2.0	0.4	1.0	0.7

(Figures based on per capita gross domestic product)

## Watchdog demands voice for patients

AN INDEPENDENT health service inspectorate should be set up to investigate hospitals and GP practices where there have been complaints about doctors and standards of care, the National Consumer Council says in a report yesterday (Alison Roberts writes).

An inspectorate similar to those for schools, prisons and the police should represent the neglected interests of patients, the council says. Doctors monitored each other's performance and "keep the results to themselves".

Ann Smith, a council spokeswoman, said that the members of clinical and medical audit groups were drawn from the health service professions. "We see the inspectorate as a troubleshooter

with the power to investigate hospitals and GP services where questions have been raised about standards of care by patients, local authorities or community health councils. The main point is that patients have a voice. We were promised a patient-centred health service with the reforms, but the government has not delivered."

The British Medical Association said that existing complaints procedures were adequate. "The doctors who investigate others are completely independent."

The council also calls for a new system of no-fault compensation for victims of medical accidents, allowing patients to make claims without having to prove negligence.



Outstanding care: Karen Finlayson from Edinburgh has revived Romanian children who suffer from Aids

## Aids nurse wins accolade

A BRITISH nurse has won an award for her part in transforming the lives of 100 Romanian children who are suffering from Aids and HIV (Lin Jenkins writes).

In the two years since Karen Finlayson arrived at Colentina Hospital in Bucharest many of the children, who were withdrawn and unresponsive, have improved dramatically. The team of

nurses she led, from the charity Health Aid UK, spent months cleaning and improving the filthy conditions in which the children were kept, and training local nurses.

Her Nurse '92 special commendation, and a cheque for £450, was presented by Princess Margaret at the Savoy hotel in central London.

Sally Meekin, 44, a nursing adviser who works with

police who become victims of violence in Northern Ireland, received the title Nurse '92 and a cheque for £3,000 in the awards run by Nursing Standard and Bupa nursing. Her work involves helping officers hurt in explosions, gunfire, petrol bombings, intimidation and assault and giving support to people who suffer from working in an atmosphere of violence.



Meekin: helps police officers in Ulster

## Open-plan pubs 'foil drug deals'

By STEWART TENDLER  
CRIME CORRESPONDENT

DRUG dealers could be put out of business if public houses and betting shops were redesigned, senior police commanders were told yesterday.

Chief Supt Alan Edwards, commander of a London police division, said that the traditional design and poor lighting of public houses provided "rent-free accommodation for drug dealers". He told the annual conference of the Police Superintendents Association in Blackpool that some brewers and betting-shop chains had been persuaded to introduce open-plan interiors so that dealers could not hide in nooks and crannies.

Local authorities had helped to halt dealing on the streets, Mr Edwards said. In west Kensington, the council had been persuaded to cut down trees and improve lighting where dealers congregated.

Supt Eric Brown, of west London, said that crime prevention and co-operation with local authorities was a long-term strategy. For example, the peak age of criminality was now 15 and police and planners should consider how to halt ten-year-olds sliding towards crime. How to provide good facilities for them in five years' time.

Mr Brown said that bylaws covering the height of fences and walls might need to be changed and alleyways closed.

Leading article, page 13

# Dixons SALE PC PRICES CRASH

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# Au revoir, Africa?

**T**ODAY, as parliament reconvenes to discuss our financial problems, is the deeper crisis in Africa being forgotten?

Right now famine, war and debt are putting the lives of 40 million people there under threat.

And the only thing the leaders of the world's rich nations are doing is threatening to make things worse.

There are rumours not of an increase in aid but of cuts – deep cuts. At the same time governments including that of the UK, are planning to slash the European Community's aid budget by some £200,000,000.

Meanwhile, in Africa, Oxfam sees people struggling to survive a double crisis – famine and financial destruction.

In Somalia, conditions are so severe that relief workers now round up the numbers of dead to the nearest 10,000. (Oxfam reports warn that Mozambique is only weeks away from becoming a "second Somalia").

And Africa's resources continue to be drained by their needs to pay off debts to richer countries. Ethiopia is just one example. While they try to rebuild their lives after years of civil war, the people are burdened with a debt so great that paying it off will use up almost half the country's foreign currency.



Photo: Andrew Ward/Select

Under this sort of pressure, new-born hopes for peace, democracy and development in Africa could well be shattered.

**For years, Europe's leaders have been promising to do something to help tackle the problems of Third World poverty. But somehow there always seems to be something more important.**

The cynical amongst us might say they were turning their backs on the poor. Over the

next few weeks, our leaders have the chance to prove the cynics wrong.

Oxfam believes that the UK should set an example to Europe by increasing its aid budget. As president of the European Community we should reject the proposed reduction in EC aid. And the government should call for the G7 Finance Ministers to meet to agree measures to reduce Africa's debt burden.

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# Perot campaign comeback would upset the form card



Perot: already on the ballot in all 50 states

ROSS Perot's threatened re-entry into the presidential campaign is probably the best news that President Bush has had since the more cheerful days of the mid-summer. It was, after all, the Texan millionaire's withdrawal from the race — dramatically announced at the end of the Democratic convention in July — that first opened up the yawning poll gap between the president and Bill Clinton, his Democratic opponent.

Of course, even if he finally declares his candidacy (something he never formally did even before July), no one expects Mr Perot to remain anything like his former popularity with the voters. He has been too badly bruised by the charge that he brutally let down his own supporters for that to be possible, and the kiss-and-tell stories told from

Although the Texan millionaire is not likely to regain his full popularity, his return may swing the vote, writes Anthony Howard from Washington

inside his campaign have hardly helped either.

Yet he undoubtedly remains a public phenomenon. His somewhat dour book, *United We Stand*, is currently top of the non-fiction paperback bestseller lists and he can command television appearances at the beckoning of a finger. The mere fact of his reappearance in the contest could yet throw all the cards up in the air, and that can hardly be anything but helpful for the president.

The Bush campaign has so far signally failed to play to its

strengths; but those strengths, as with every incumbent, still have some considerable residual power. The Republicans, for instance, still have in reserve the taxation card, the issue that above any other brought John Major victory in Britain last April.

Mr Clinton's aggressive attacks on the president's handling of the economy may have been effective so far but he will be lucky to get away with his promise that his own economic programme will involve a tax increase only for those earning more than

\$200,000 (£117,600) a year. This is one issue where Mr Perot, with his emphasis on stern fiscal rectitude, would clearly emerge as a co-belligerent, if not an actual ally, of the president.

Much the same goes for Mr Clinton's other main vulnerable point, the sense somehow that he is not a natural, full-blooded American patriot. Mr Perot may yield to no one (certainly not to Mr Bush) in his allegiance to the flag but, in this area again, his whole appeal is likely to strengthen the president's side of the argument. In a three-way race the Democratic challenger could well find himself in a lonely and exposed position, particularly on defence cuts.

The principal service that a formal Perot candidacy could yet render to Mr Bush lies, however, in its potential to

persuade voters to re-examine the personal and ideological credentials of the Democratic candidate. For someone who has now had a double-digit poll lead for more than three months, Mr Clinton remains a strangely unknown quantity: his support may look broad but it is also ominously shallow.

At the Republican convention, Mr Bush announced that he would seek to "define" his opponent. He has so far failed to do so. But if Mr Perot comes in with sharply etched positions on issues from the budget deficit to the need for cuts in welfare spending, this is bound to throw the fuzziness of many of Mr Clinton's own policy stands into sharp relief. The "Stick Willie" gibe could yet make its mark in the polling booths.

Most estimates suggest that

the best Mr Perot can now hope for is 5 to 6 per cent of the national vote. As he is a proud man, that may deter him from becoming an active, campaigning candidate. (His name is already on the ballot in all 50 states.) But, since few expect this election ultimately to be decided by a margin wider than that, he still probably has it in his power to determine the result — if no longer by the direct route of the electoral college.

Still, there is an obvious temptation for a man who has protested from the beginning that he is solely interested in having an impact on policy to get involved. The only snag for Mr Perot is that, by getting involved, he now seems likely to assist Mr Bush, the candidate above all he is said to loathe. But politics makes strange bedfellows.



Bush: has the taxation card still in reserve

## Clinton accuses Bush of dodging debates on TV over economy

FROM MARTIN FLETCHER IN WASHINGTON

PRESIDENT Bush yesterday rejected a second plan for proposed debates with Bill Clinton, the Democratic presidential candidate, making it likely that for the first time since 1972 the contenders for the White House will not meet face-to-face.

Also yesterday, it emerged that James Baker, the Bush campaign chief, had on Tuesday had a surreptitious meeting at his Washington home with Ross Perot, the Texas billionaire who is threatening to re-enter the presidential race because, he says, neither candidate is addressing America's economic problems. The meeting was requested by Mr Perot, who had earlier met Ron Brown, the Democratic party chairman, in New York.

Mr Perot's animosity towards Mr Bush is well known, but it seems likely that he was exploring the extent to which either candidate was prepared to accommodate his demands for deficit reduction, spending

cuts and tax increases. While his re-entry as a third candidate would probably be to Mr Bush's advantage, the Republicans fear that he might yet endorse Mr Clinton.

Mr Perot's re-entry would certainly kill outright the dimming prospect of presidential debates because Mr Bush would refuse to share a platform with him. Even without Mr Perot, sources in the president's camp believe that television debates before an audience of perhaps 70 million would benefit Mr Clinton, even though Mr Bush trails his challenger by a two-figure margin. The chances of arranging debates will diminish as election day nears because the candidates would have less time to recover from mistakes.

The new proposal of the bipartisan commission on presidential debates suggested that the first confrontation be held next Tuesday in Louisville, Kentucky, replacing a

vice-presidential debate. A second presidential debate would be held in Richmond, Virginia, on October 15.

Mr Clinton quickly accepted, but the Bush camp again said no. It insists that the two campaigns, not a third party, should determine the timing and format of any debates.

Mr Baker has been holding out for two debates, not three, so that only one would focus on domestic policy. He also wants the traditional panel of questioners, who tend to jump from subject to subject, rather than the one proposed.

Mr Clinton is doing his best to exploit the president's coyness. In Lansing, Michigan, where the first debate was supposed to have been held on Tuesday, he quoted Mr Bush's criticism of Jimmy Carter's reluctance to debate with Ronald Reagan in 1980: "I believe he wants to avoid debate because he wants to avoid talking about his economic record. I mean, how do you debate the merits of an economic policy that put 1.9 million people out of work?" Under Mr Bush, added Mr Clinton, three million Americans had lost their jobs.

Mr Bush spent Tuesday campaigning in the six states surrounding Arkansas, damning Mr Clinton's record as the state's governor with a torrent of highly selective statistics. Mr Clinton responded by unearthing past praise of his gubernatorial achievements by Mr Bush and accusing the president of skirting Arkansas just as he was skirting the debates.

Mr Bush yesterday proposed \$20 billion (£11.7 million) in tax breaks and deregulatory measures over five years to help small businesses. Late the previous evening, he had quietly vetoed a bill permitting employees to take unpaid leave for a child's birth or during a family emergency. Mr Bush said that the bill would hurt businesses, but Mr Clinton and a string of Democratic congressmen claimed the veto made a mockery of the Republicans' professed support for traditional family values.

The *Los Angeles Times* reported yesterday that when Alan Greenspan, chairman of the independent Federal Reserve, was up for reappointment last year, the Bush administration had put pressure on him to lower interest rates to boost the economy in the run-up to the election. The overtures, at a series of private meetings, "represented an extraordinary effort by the White House to exert influence over the independent central bank," the newspaper said.



Gloria mundi: the singer Gloria Estefan applauding a speech at the United Nations General Assembly, where she was a guest of American delegates

## Allies seek frozen Baghdad assets to pay for UN work

FROM REUTERS IN WASHINGTON

THE United States and its allies plan to press for a United Nations resolution, possibly this month, to release hundreds of millions of dollars in frozen Iraqi funds to pay for UN inspections and humanitarian aid in Iraq, a senior Bush administration official said yesterday.

The money, in banks in America and Europe, may be sought quickly by the US-led coalition that defeated Iraq in the Gulf war. When asked if it could happen this month, the official said: "I would not be surprised. It will be several hundreds of millions (of dollars) initially. What we will have, hopefully, is a United Nations resolution that will set up an authorisation and a mechanism for defreezing the assets."

Some banking officials have voiced reservations, suggest-

ing that it might jeopardise the ability of banks to attract deposits from countries that fear their future loss. But the administration official insisted yesterday that Iraq should pay for UN inspections for weapons of mass destruction, and for UN humanitarian aid to Kurds in northern Iraq and Shia Muslims in the south.

"What if [the money] will provide us with a large pool of resources — giving us the ability to carry out an expanded programme of UN inspections, humanitarian support and so forth," he said. The coalition will also press other countries which have no frozen Iraqi assets to provide financial help for the UN work in Iraq under previous UN resolutions.

He repeated earlier statements by American officials that an allied "no-fly" zone

over southern Iraq was preventing air attacks by President Saddam Hussein's military machine against the Shias. He said that Saddam had been weakened by the air exclusion zone and by Jordanian steps to tighten its border with Iraq to prevent smuggling which violates the UN embargo against Baghdad.

"I feel the pressure, rather than declining, is actually increasing against Saddam, in large part because of the much-improved Jordanian performance on sanctions — not perfect, but much improved," the official said.

● **Patriot claim:** Patriot missiles used against Iraqi Scuds in the Gulf war intercepted only a few incoming warheads, a success rate dramatically below Pentagon claims, according to a draft congressional report.

## Texas Republicans fear party will lose in key state

FROM JAMIE DETTMER IN DALLAS

A YEAR ago it would have been inconceivable to suggest that Texas, President Bush's adopted home state, would desert the Republicans and back a Democrat for the White House. But as Mr Bush flew over the eastern part of the Lone Star state yesterday at the start of a six-state tour in the Deep South, his Texan strategists were reviewing gloomily the Republican prospects of fending off Bill Clinton.

Political campaigns in Texas have always been fought with a venom and a commitment most of the rest of America cannot match but in this year's presidential election Texas is likely to surpass itself in the bare-knuckle stakes. With California likely to go Democratic, the rewards are high for the victor in Texas. If President Bush loses the state, the political arithmetic suggests that he will have lost America.

Already hard-pressed in Texas by an aggressively run Democratic challenge that is adept at picking up on the voters' economic worries, Mr Bush now has to contend with a sniping Ross Perot and the threat of the Dallas billionaire's return to the presidential race. With Mr Bush and Mr Clinton running neck and neck in the latest statewide poll, just the mere possibility that Mr Perot could revive his campaign is enough to alarm Republican party leaders in Texas, because of his southern credentials.

They are already finding it hard to bind the woules that Mr Perot inflicted on the Texas party earlier this year and they are struggling to heal the self-inflicted divide among Texan Republicans between the religious right, which believes that the most important issues are abortion, homosexuality and family values, and the economic conservatives who argue that the economy must be the priority if the state is not to be lost.

Mr Perot's tantalising hints of a return are helpful for Democrats in Texas. Every time that he pops up like Banquo's ghost to haunt Mr Bush, he reminds Republican voters of this administration's shortcomings and makes it more likely, even without formally running, that he will secure some votes that probably would have gone to the president.

Although there have been some signs of economic improvement, Texas has gone through another weak year. Senior Republicans admit that the economy is undermining their base of voters. "People in their thirties and forties are finding for the first time they don't have lifetime jobs," said Karen Hughes, executive director of the state

Republican party. "There is a great deal of soul-searching going on."

Some Republicans believe that the only way to win is to press home personal attacks on Mr Clinton, bringing up the draft-dodging issue — Texas is very pro-military — and push family values. "Voters in Texas are God-fearing people who respect a regular family unit, not some weird Hollywood set-up," said Brian Berry, the Texas Bush campaign director. But other Republicans fear the family values approach, arguing that voters are more concerned about dollars and jobs than telling other people how to live their lives.

In the end, the campaign will probably come down to whether people trust President Bush or Mr Clinton on the tax issue. There is a Texan saying: "If you fool people to get their money, that's fraud; if you fool people to get their votes, that's politics." In this anti-tax state, the presidential candidates are trying to label each other as the higher taxer. Bumer, of course, would not melt in their mouths.

### NEWS IN BRIEF

#### Girl wins \$5m after birth swap

New York: A Florida teenager, given to the wrong parents at birth, will receive more than \$5 million (£2.9 million) in damages from the hospital where she was born, in a settlement approved by a federal court this week. (Ben Macintyre writes.)

Kimberly Mays, 13, and Arlene Twigg were born in 1978 in Hardee Memorial hospital in Wauchoa. The swap went unnoticed until Arlene underwent tests in 1988, just before her death from heart disease. The investigations proved that Ernest and Regina Twigg were not her biological parents.

In 1989, Robert Mays agreed to submit Kimberly to genetic testing. When geneticists confirmed that the babies had been swapped, both sides sued the hospital. The battle over custody continues.

#### Talks agreed

Dubai: Iran and the United Arab Emirates have agreed to hold talks in Abu Dhabi over the disputed Gulf island of Abu Musa that Tehran effectively annexed. (Reuters)

#### Cuban act

Miami: The US Congress is ready to pass an act that will increase economic pressure on Cuba by forbidding American firms in third countries from trading with the island.

#### Leader elected

Hanoi: General Le Duc Anh, 72, a Communist party official and Vietnam's senior military officer, has been elected president. He was the sole candidate. (Reuters)

#### Tomb project

Cairo: Egypt and the Getty Conservation Institute of America have announced a project to find ways of rescuing paintings in Tutankhamun's tomb. (Reuters)

#### Battle of sexes

Brisbane: The contest to find the toughest man in Australia could be won by a woman because the organiser has opened it to both sexes. (AP)

## Africa faces drastic cut in Western aid

BY MICHAEL BINYON, DIPLOMATIC EDITOR

AFRICA is about to suffer the most serious cut in Western aid programmes for decades, according to full-page warnings published today by Oxfam in national newspapers, including *The Times*.

The relief agency says leaked reports point to a dramatic reduction in British aid to Third World countries. At the same time Oxfam says the European Community is proposing to reduce its aid budget by £200 million, which would wreck plans to establish an emergency aid reserve. And the agency says the annual government meeting of the World Bank, which ends today, has ignored calls for a debt moratorium and increased resources for Africa at a time when the continent is crippled by debt, drought and famine.

The Overseas Development Administration would not comment on reports of a huge reduction in British aid, saying any changes would be announced in the autumn statement by Norman Lamont, the Chancellor of the Exchequer, in November. But rumours circulated last week that the Overseas Development Administration's budget is one of several government departments, along with agriculture, transport and the Scottish and Welsh offices,

that will suffer sharp budget cuts.

Oxfam said the combination of cuts would undermine fragile political and economic changes in African countries and would cause long-term instability. Southern Africa was facing its worst drought and famine in living memory. The need for aid and debt relief had never been greater. "As president of the EC, the UK must not turn its back on Africa," Oxfam said. "Just because the financial markets in rich countries sneeze, Africa must not be blown off the international agenda. The UK and EC must reject attempts to cut aid."

Britain gave £1.27 billion in bilateral aid last year, of which just under half — £521 million — went to Africa. The total British aid budget for 1992-93, including multilateral aid given through bodies such as the United Nations and World Bank, is £1.83 billion. This is projected to rise over the next two years to £1.89 billion next year and £1.97 billion in 1994-95.

Michel Camdessus, managing director of the International Monetary Fund, said recently that Britain could afford a doubling of its foreign aid budget, and thought that this would be possible by the end of the century.

assignment," said one jaded journalist. Had he been a nature reporter, his quarry might have been some graceful, lesser spotted marsh bird. But he is a top political correspondent, and for the past 27 days he and his colleagues have been standing weary vigil outside the large redbrick Tokyo home of Shin Kanemaru, the disgraced former vice-president of the ruling Liberal Democratic party, who is known to most Japanese as the "godfather" of national politics.

Implicated in the country's 18th and arguably ugliest postwar political scandal, Mr Kanemaru has remained under a kind of self-imposed house arrest since his admis-

sion, almost a month ago, that in June 1989 he took delivery of a 500 million yen (£2.2 million) cash gift from Hiroyasu Watanabe, the then president of Tokyo Sagawa Kyubin, an ambitious trucking firm. In a suitably repentant statement on August 26, Mr Kanemaru resigned as party vice-president and apologised for accepting and failing to report a donation which was five times the legal limit. He appears to believe that his verbal claims of contrition will satisfy Japan's legal establishment.

Huddled with party advisers in an inner sanctum of his home, he is refusing to speak to the teams of public prosecutors who knock regularly on his bolted front door, politely asking him to submit himself for questioning at the Tokyo district court.

Mr Watanabe was in the dock at the Tokyo district court yesterday, on the first day of his trial, pleading innocent to charges of breach of trust and of offering illegal loans to the head of Tokyo's largest yakuza (gangster) mob. But Mr Kanemaru's considerable political clout has rendered his home inviolate so far. The only visitors allowed beyond those expensive portals, apart from the delivery boys who keep his lander stocked, are trusted party colleagues.



Kanemaru: accepted £2.2 million gift

Last Thursday, Mr Kanemaru celebrated his 78th birthday at home, welcoming 30 senior MPs who made the

pilgrimage bearing gifts of exotic flowers and bottles of sake. Journalists stationed outside reckoned that the party was rather a jolly affair.

And Mr Kanemaru has since settled back into his routine of watching television, playing mah jong and exercising up and down the back stairs with his dog.

His colleagues have clearly made a point of coming out in sympathy, for Mr Kanemaru's plight could have befallen any one of them, given the culture of corruption which saturates the party. The circumstances and the size of the Sagawa donation were, however, rather unusual. According to the *Asahi* newspaper, on June 9, 1989, Mr Watanabe, then president of Sagawa, drove to a garage beneath Mr Kanemaru's office. There he unlocked his car boot and unloaded so many carrier

bags filled with 10,000-yen notes (£5,000 in all) that Mr Kanemaru's secretary was forced to fetch a supermarket trolley to transport the haul to the office.

Mr Kanemaru is the most senior politician to have been implicated in the Sagawa scandal, a slowly unfolding saga involving payouts worth an estimated 520 billion yen to politicians and government officials.

Mr Kanemaru could be charged with violation of the funds law, bringing a fine of 200,000 yen but, more significantly, public humiliation. But few believe the Sagawa scandal will topple the government or trigger significant change to money politics here.

## Japanese press flocks to ruffle feathers of disgraced rare species

FROM JOANNA PITMAN IN TOKYO

DAY and night, in scorching heat and in rain, they perch precariously on tiny fold-up stools, their knees bunched up beneath their chins. Some pick at lunch boxes of cold rice and fish, others flip through comic books, but most just let their heads loll forward in fitful and impossible uncomfortable sleep, the technique honed from a lifetime of long hours in cramped commuter trains.

They are Japan's crack teams of reporters and photographers, waiting with zoom lenses and tape recorders for a semi-endangered species to emerge from hibernation. "This one's a tricky

assignment," said one jaded journalist.

Had he been a nature reporter, his quarry might have been some graceful, lesser spotted marsh bird. But he is a top political correspondent, and for the past 27 days he and his colleagues have been standing weary vigil outside the large redbrick Tokyo home of Shin Kanemaru, the disgraced former vice-president of the ruling Liberal Democratic party, who is known to most Japanese as the "godfather" of national politics.

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## US wants war crimes trials for atrocities in Yugoslavia

FROM JAMES BONE IN NEW YORK

ONLY a day after the Serb-led rump of Yugoslavia was expelled from the United Nations General Assembly, the Western powers yesterday began discussing an American proposal to set up an international commission to prosecute those responsible for war crimes in the former Yugoslav republics.

Washington has presented the United Nations with a list of what it considers credible allegations of murder, the torture of prisoners, deliberate attacks on non-combatants, and the mass deportation of civilians known as "ethnic cleansing". Most of the alleged war crimes are attributed to Serb forces in Bosnia-Herzegovina, although some charges are also levelled at Croat and Muslim troops.

Among the allegations in

the nine-page American report is testimony from a former inmate of the Serb-run Luka detention camp in Brcko, who said he had been told that there were up to 1,000 killings there in May after which the bodies were buried in a mass grave near a livestock farm called Bimex-Brcko. A citizen who heard screams when he visited a cattle slaughterhouse near the Luka camp said that he spoke with a survivor who said between 100 and 300 people were killed there daily from May 7 to 14.

The report also contained eyewitness accounts from two Americans serving in the Croatian army who were beaten daily from March to May while held in three prisoner of war camps. They said they had seen other prisoners sexually assaulted and tortured with electric shocks.

Richard Boucher, a State Department spokesman, said: "We are working actively with others on a resolution to create a United Nations commission to look into these charges, to establish the facts, and to prepare for possible prosecution of individuals found guilty of those crimes."

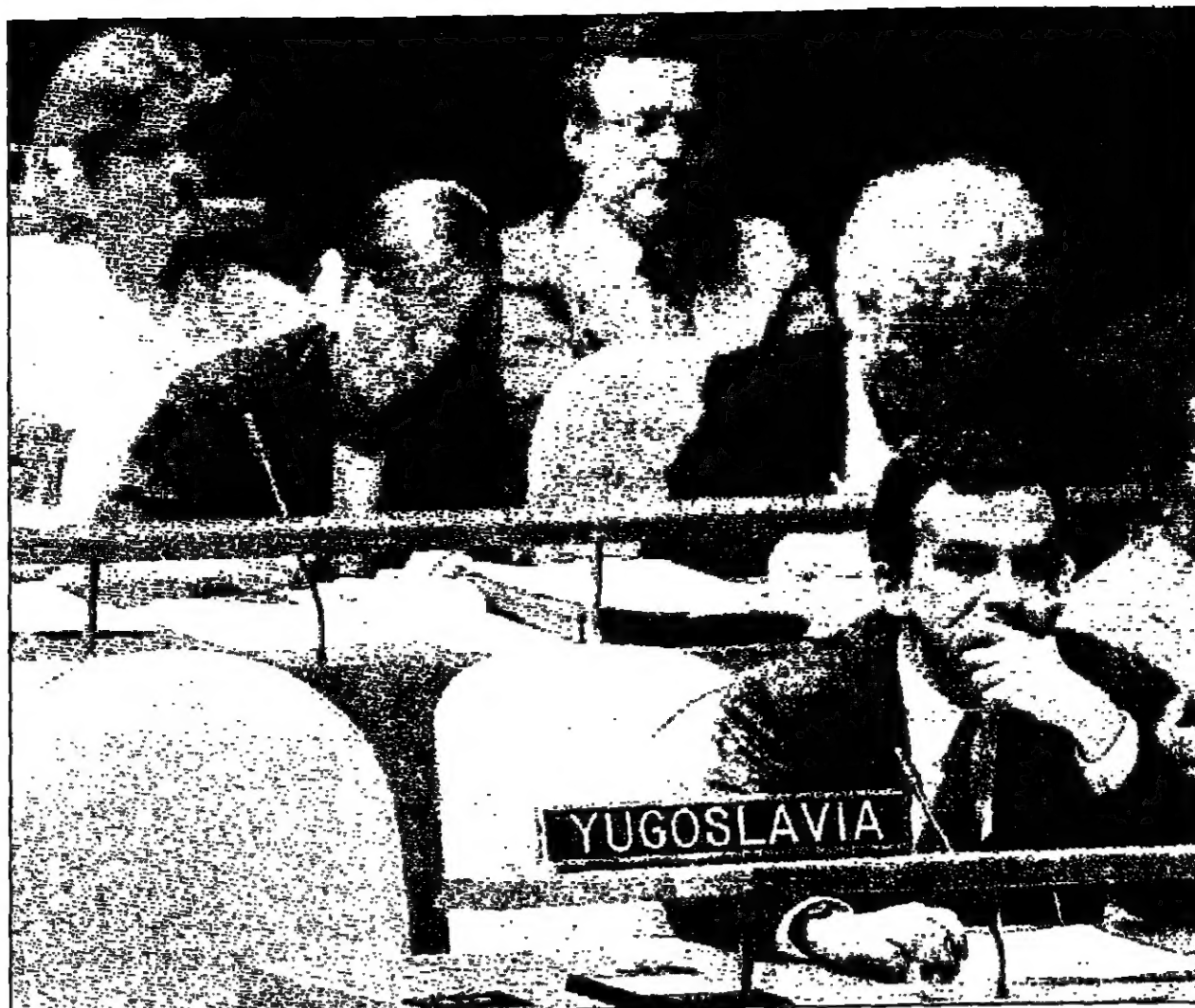
Diplomats said talks on the proposal between Britain, France and the United States began yesterday, but were likely to proceed fairly slowly. The initial result could be the creation of a central body within the United Nations to collate evidence of war crimes.

The American move was intended to increase pressure on Serb leaders whose forces have taken control of about two-thirds of the ethnically mixed former Yugoslav republic of Bosnia-Herzegovina.

The UN General Assembly voted 127-6 on Tuesday night to bar the rump Yugoslav state, consisting of Serbia and Montenegro, from taking the seat of the former Yugoslavia. The Belgrade government will have to reapply for UN membership.

The Yugoslav flag was raised outside the UN building yesterday, but diplomats pointed out that it was the flag of the old Yugoslavia, not the new Belgrade government. Yugoslavia's nameplate remained in the General Assembly hall, but the seat was left empty. Milan Panic, the Yugoslav prime minister, told the General Assembly before Yugoslavia's exclusion that he was engaged in an internal power struggle with "militant nationalists".

He had formally requested UN membership for what he called the "new Yugoslavia".



Sitting it out: Milos Strugar, a member of the Yugoslav delegation staying on alone after Milan Panic, the country's prime minister, walked out of the United Nations before the General Assembly vote that suspended Yugoslavia's membership in the world body. Serbia's ruling Socialist party reacted angrily yesterday to the expulsion of Yugoslavia, saying that the move was "illegitimate" and a "flagrant contradiction of UN rules and practices".

(Tim Judah and Dossa Trevisan write from Belgrade). Mihailo Markovic, a top party official who is close to Slobodan Milosevic, the Serb president, said: "There will be no re-application, at least until we get an interpretation from the International Court in The Hague."

Mr Markovic cited Russia's succession to the old Soviet seat and Pakistan's retention of its seat after the secession of Bangladesh as examples

of what he claimed was the international legal norm. The fact, he said, that Mr Panic had applied for membership for the "new Yugoslavia", composed of Serbia and Montenegro, against the wishes of parliament, did not mean his downfall was imminent. "What he has done is not legally binding until parliament ratifies it, and that is normal in every country." The opposition said the expulsion was an indictment of Serbia's leadership.

## World ostracises 'Yugoslavia'

### UN puts Belgrade in a legal limbo

BY MARC WELLER

THE United Nations General Assembly and Security Council, who decide jointly about UN membership, have determined that the rump Yugoslavia, composed of Serbia and Montenegro, cannot automatically assume the membership of the former Socialist Federal Republic of Yugoslavia. This decision reflects general international law and the findings of the arbitration commission attached to the London conference on Yugoslavia, although it appears at first inconsistent with earlier practice.

When the Soviet Union fell apart, Russia was accepted as the successor state. The rump Yugoslavia had hoped for similar treatment. However, there is one crucial difference. The republics of the former Soviet Union had agreed to nominate Moscow as their principle representative in New York. In the case of Yugoslavia, all republics other than Serbia and Montenegro have denied that automatic succession should take place.

The authorities in Belgrade have now been specifically invited to apply for admission to the UN, and Milan Panic, the prime minister, has agreed to do so. Logically, the decision would imply that Yugoslavia cannot participate in any activities of the organisation, except as an observer and by special permission. However, several UN mem-

bers were unwilling to exclude Mr Panic's government altogether, considering that its cooperation is needed to manage the increasingly difficult and dangerous mandate of the UN peacekeepers in Serb-occupied Croatia and in Bosnia-Herzegovina.

Other delegations argued that the United Nations had failed to comply with the proper UN Charter procedures for the expulsion of members or for the suspension of their privileges. This view was mistaken. Although the former Yugoslavia has disappeared in fact and in law, it actually retains its membership for the moment. Its ghostly presence in the General Assembly will be marked by a name-plate and its flag will continue to fly outside of the UN headquarters. The former Yugoslav delegation, which now represents the new Belgrade authorities, will continue to have access to all UN bodies except the General Assembly.

Under the terms of the UN Charter, only "peace-loving" states may be admitted, and admission is subject to a veto in the security council. The Western states have thus acquired another lever to exert pressure on Belgrade.

Marc Weller lectures on the law of the United Nations at the University of Cambridge.

## Anti-Yeltsin camp steps up attacks

FROM ANNE McELVOY IN MOSCOW

CRITICS of President Yeltsin's reforms in the Supreme Soviet yesterday intensified their calls for the Russian government's resignation. But Yegor Gaidar, the reformist acting prime minister, won a breathing space when his opponents failed by 130 votes to 30, with 28 abstentions, to win a vote of no-confidence in his government.

The tactical alliance of communists and nationalists who wish to see the administration removed and slow down Russia's transition to a market economy has drawn fresh strength from the fate of the rouble. The currency dived again on Tuesday, for the second time in less than a month, when traders on the Moscow exchange frantically bought dollars as insurance against inflation. The rouble now stands at 241 to the dollar, from 205 at the end of last week.

The atmosphere at yesterday's parliamentary session was ill-humoured and reproachful as MPs accused Mr Gaidar of hiding the true state of the Russian economy behind promises of improvement in the next quarter. But he got unexpected support from Vice-President Alexander Rutskoi, a fierce critic of the cabinet, who said that Mr Gaidar should retain his post.

## ST PETERSBURG NOTEBOOK

### City tells Britain to carry on spying

BY ANNE McELVOY

Old habits die hard in Russia, and nowhere harder than in the security ministry, successor to the KGB, which has given a less than cordial welcome to Barbara Hay, the new British consul-general in St Petersburg. Despite being appointed a year ago, she is still languishing in enforced luxury in the Grand Hotel Europe because the Foreign Office has been unable to secure a suitable building to house her.

Anatoli Sobchak, the city's controversial mayor, recently stopped in to help, offering elegant 19th-century quarters near the town hall to the great relief of Miss Hay, who promptly prepared to pack her bags. But the decision enraged local security chiefs, who claimed that cables carrying government information from the town hall run under the building. As a result they are casting undiplomatic doubts on Britain's haste to occupy it.

"It is British intelligence which wants access to our cables," thundered Andrei Korodkov, the ministry's liaison officer before lapsing into the strangled tones which are a nostalgic reminder that, while the KGB may be dead, its voice lives on: "In case a decision is taken in favour of granting access to a foreign country, the precedent will have been set for the British intelligence service to se-

cure access to classified information using various technical means and devices. This would not be a healthy development."

The ministry's word however is no longer law. The city council has voted to back the mayor and approve the consular move. "If British intelligence really wants to listen in on all the municipal squabbles, they are welcome to it," one council insider said.

Russia is not traditionally the place to come in search of the fashion season's new collections, not unless you have a penchant for elasticated waists and purple acrylic. The first oasis has, however, appeared in the desert with Escada, the international fashion house, opening for business.

The shop has chosen premises in the Passage on the Nevski Prospekt, the chandelied shopping mall that attracted wealthy wives in pre-revolutionary days, but now offers little more than kitchen hardware and those ubiquitous Russian dolls.

Little wonder that modern housewives descend here in droves to indulge their dreams, if not actually to buy. At one display, for instance, a young insurance clerk was glumly calculating that a single blouse would cost her entire salary for a year.

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Fears grow for future of Community single currency as workers take to streets in Rome

## Germans join French to save the franc

FRANCE and Germany fought side by side in the currency markets yesterday to save both the French franc from devaluation and the European Community's exchange-rate system from early retirement.

By going jointly into battle the two governments hoped to answer the deepest question posed by the continuing turmoil over the Maastricht treaty: can the timetable for a European single currency survive a combination of German reluctance to abolish the mark, British foot-dragging and Danish doubts?

Many streams have joined the torrent of speculation that swept sterling and the Italian lira out of the European exchange-rate mechanism and yesterday put the franc once more under pressure. But the root cause of the present instability is guessing by dealers about the end of the decade: they believe that Maastricht's iron law, by which qualified economies automatically must join a monetary union between 1997 and 1999, is already suffering metal fatigue.

The financial emergency, popular revolt against the treaty and the lukewarm French "yes" in Sunday's referendum have reordered priorities and rearranged alliances. Officials at the Elysée presidential palace in Paris

### TREATY'S EATE

Dealers think the treaty's iron law has metal fatigue, George Brock writes

and at the chancery in Bonn are working all out to re-energise European union while avoiding renegotiation of the treaty.

But, psychologically, Europe's key governments are already rewriting it. Protocols and declarations are being drafted, attempting the difficult feat of altering the way the treaty distributes future power in the Community without altering the main text.

Maastricht's fate, however, turns on the wobbling ERM. Weaker currencies are still under pressure and this will be high on the agenda when EC ministers meet here next Monday. Italy has reneged on its promise to rejoin the system. Spain, already forced into a 5 per cent devaluation of the peseta, reimposed capital controls yesterday, reversing the liberalising trend of the 1992 single market programme. Poul Schlüter, the Danish prime minister, said this week that any second

Maastricht referendum might not take place until late next year. If the treaty stays in limbo that long, the ERM will become a shooting range where dealers can take potshots at target currencies for another 12 months.

For political as much as economic reasons, the Bundesbank will try hard to defend the franc to fail would be a frontal attack on the EC's founding partnership. But can the German central bank and the Bonn government find common ground on what should happen if the ERM does manage to survive beyond the special EC summit on October 16?

Hans Tietmeyer, the Bundesbank's heir-apparent, has made quite clear that he resented France's years of "blockading" his earlier attempts to realign the ERM. Paris wanted to make it look like a rehearsal for full monetary union.

France's negotiating triumph at Maastricht was to secure the agreement of Helmut Kohl, the German chancellor, to a monetary union of an unknown number of states by the end of the century. Volker Rühe, the German defence minister, talked cautiously this week about submitting later decisions on a single currency to parliamentary vote. He was not only responding to power-

## TONTON ET KOHL DANS LE MÊME BATEAU...



... VERS UN TRAFALGAR MONÉTAIRE ?

"Uncle [Mitterrand] and Kohl in the same boat... towards a monetary Trafalgar?" — Le Canard Enchaîné

ful public pressures in Germany against the programmed loss of the mark but also confident that France has little choice but to meet Germany's economic terms.

The extent of France's economic dependence on Bonn and Frankfurt will become clear when President Mitterrand and Herr Kohl's full plans are known. The two

governments have discussed rapid moves to a six-country single currency. In exchange for agreeing what would be a German currency union, France and Germany would

both bring down interest rates to kick-start economic activity. But the plan would be open to attack in France for completing the state's economic subordination to its oldest enemy.

## Italians protest at budget

FROM REUTERS IN ROME

TENS of thousands of workers angry over government austerity measures took to the streets yesterday in some of the biggest anti-government protests in Italy since the early 1970s. But Giuliano Amato, the prime minister, unwaveringly

### ECONOMY

by the protests, said that he was ready to use a confidence vote to force the programme through parliament unchanged.

The package of cuts in health and social services unveiled last week by Signor Amato in his 1993 budget bill aims to stem the relentless rise of Italy's huge budget deficit. The prime minister, warning Italy's fractious political parties that torpedoing his government was tantamount to national suicide, said he was prepared to make his 1993 budget a confidence issue to which the cabinet's fate would be tied.

Signor Amato reaffirmed that he was determined to take the lira back "very rapidly" into the European currency grid from which it was effectively suspended last Thursday, but said Italy needed to see how the situation evolved on currency markets.

## France counts cost of Bonn's affection

FROM CHARLES BREMNER IN PARIS

When Germany has finally done its duty for France," proclaimed an unusually lively article in *Le Monde* yesterday after Bonn threw its unassailable weight behind the franc.

Why, a suffering Briton might wonder, should Helmut Kohl, the German chancellor, come riding to the rescue of the embattled French franc while his central bankers left the pound twisting in the financial tempest last week?

The reasons have nothing to do with national affections and everything to do with the mutual needs which have bound the Franco-German "couple" for the past three

would enable him to break free of the need to emulate Bundesbank policy. This would have allowed him to inject financial oxygen into the economy ahead of general elections next March.

The rejection of Maastricht by almost half the voters was in large part a cry of pain from the victims of the stern medicine that has hurt whole industries and ignited a tide of bitterness among workers, artisans, peasant farmers and shopkeepers. The villain, in the eyes of the dispossessed, is Teutonic. Like his predecessors, Herr Kohl has let France act as the political and diplomatic driver of the European economic locomotive.

The chancellor's relationship with Britain, by contrast, is markedly cooler, although better than it was under Margaret Thatcher. The apparent lack of German support for sterling in its moment of crisis last week has given rise to some extraordinary conspiracy theories of a deliberate German attempt to propel sterling out of the ERM and Britain out of Europe. From a British point of view, the question will undoubtedly be asked what would have happened had the Germans supported sterling last week as they supported the franc.

### ERM STRAINS

decades. Since France is the founding partner, along with Germany, of the European monetary system and the owner of Europe's currently healthiest economy, submission to the speculative onslaught would amount to the collapse of the exchange-rate mechanism (ERM). That in turn would signal the end for prospects of European monetary union.

France started paying the bill for Maastricht and monetary union a decade ago when President Mitterrand performed his U-turn from a first year of socialism. Inflicted painful austerity on his country and locked the franc into step with the mark. Since then, French economic policy effectively has been dictated by the Bundesbank.

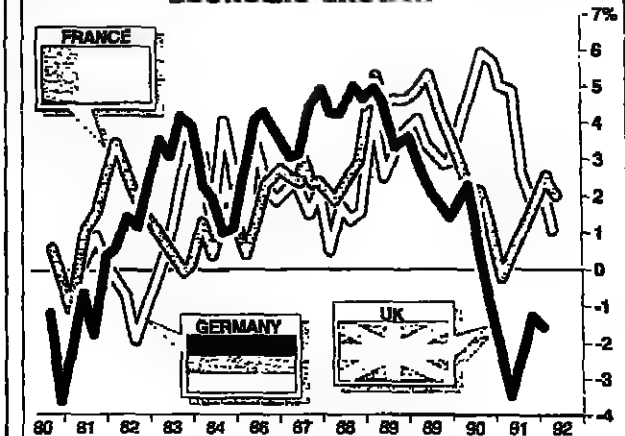
The result, as Hans Tietmeyer, the vice-president of Germany's central bank, said with only a little exaggeration is that "the franc is stronger than the mark". The attack on the French currency stemmed from the political jitters unleashed by the grudging "yes" in the Maastricht referendum, not underlying weakness.

However, the close embrace of Germany is coming at an ever higher price as German interest rates have slowed French growth and leaders on both sides are questioning the wisdom of tighter European union as envisaged by M. Mitterrand and Herr Kohl and sold to the other ten members at Maastricht. German policy has scuppered the hope of Pierre Bérégovoy, the French prime minister, that the franc fort

ronically, in terms of the amounts of money spent in support operations, the Bundesbank has done a lot more for sterling than for the franc, although not out of friendship but because of its commitments under the ERM rules. No official data are available from the Bundesbank, but it is estimated that the Germans spent about 35 billion marks (£13.7 billion) to help sterling last week up until "Black Wednesday", the day when sterling was suspended from the exchange-rate mechanism. The amount that the Bundesbank has spent to sustain the French franc is small by comparison. Sterling is, of course, a "bigger" currency than the franc and an easier target for attack by speculators. But the amount of money spent in support operations is probably not the most important factor.

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### ECONOMIC GROWTH



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Ronseal Interior Solvent Free Clear Satin Varnish. 750ml	£8.99	£7.64	£6.49
Ronseal Quick-Drying Woodstain. Satin Finish Antique Pine. 2.5 Litres	£21.99	£18.69	£16.99

\*Texas Prices checked on Thursday 17/9/92 at Texas Homecare, Western Circus, Western Avenue, Acton, London and on Wednesday 23/9/92 at Texas Homecare, Old Brentford Market, Chiswick, London. B&Q Prices apply to all stores. Offers are subject to availability.



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## Booms and busts

Walter Ellis on a town that died of hope

Harfield today will be reading its own obituaries. Yesterday's announcement by British Aerospace that it is to cease production in the Hertfordshire town, with the resulting loss of 2,000 jobs, was a death warrant that had been feared for some time but still had the power to shock. It represents not just a defeat for a plane-building community with traditions dating back more than 50 years but a savage riposte to the view that national salvation can be achieved through technology.

The white heat of the technological revolution, so optimistically touted by Harold Wilson in the 1960s, has finally run cold in Harfield. By the end of this century, if the analysis are to be believed, British Aerospace will concentrate its civil aircraft production in Taiwan, a focal point for the fastest growing market in the world.

Only ever a bit-player in the last Great Game, Harfield has ended up a victim of British muddle and Far Eastern dynamism. Its rapid decline and fall can be seen as a paradigm of the confusion that has gripped British industry since the 1960s. It happened in the Midlands with car production. It happened in Ulster with synthetic fibres. It happened in Glasgow with shipbuilding. Wherever a single industry dominates a town or a region, bringing with it the mood of a gold rush, sooner or later there will be a collapse.

Britain, unlike Germany and Japan, has rarely got the manufacturing mix right. In aerospace alone, we have had the Comet, the TSR2, Blue Streak, the Trident and Concorde — each one a potential winner, each a commercial disaster. New towns, like Harfield, conceived as a synthesis of industry and good-living, harnessing labour to the engines of democracy, have ended up as desolate monuments to this miscalculation. The skilled workers who were supposed to raise their families in the midst of a "model" environment have been cast up by a shift in the industrial tide. Harfield itself, centred on the Jacobean glory of Harfield House, built by Robert Cecil, 1st Earl of Salisbury, would have remained the blameless market town it always was had it not been for the planners and the planemakers. In 1946 a "new town" was bolted onto the old. Housing estates rose from the surrounding fields, with narrow roads whose grass verges were to be churned by Morris Minors and Ford Cortinas. In the centre, close to the 13th-century St Etheldreda's church, a 1960s commercial centre was built. Such confidence has made the present crisis all the harder to accept.

The director of the local economy research unit at the newly-created University of Hertfordshire, Al Raine, sees a bleak future for Harfield. "I'm beginning to wonder how much local economy there will be left to research," he said yesterday. "I feel like a vulture picking at the carcass." When Sir Geoffrey De Havilland began to build aeroplanes in Harfield in 1935, Britain was a world leader. The Mosquito was built in Harfield, and after the war the Comet — the world's first jetliner — was developed there, to a chorus of bureaucratic and popular approval. Had the Comet not had square windows, it is said, the series of crashes that blighted its career might never have taken place and Harfield, not Seattle, would now be the headquarters of the global aircraft industry.

It might have ended there. Instead, the town was given a second chance when De Havilland and Hawker Siddeley came together in 1975 to form British Aerospace. The new company was to become the biggest manufacturing exporter in the country, and Harfield was one of the principle beneficiaries. Once more, the dream ran riot.

Harfield prospered, and by 1987, the peak of the Thatcher boom, 7,500 people were employed at its nearby Welwyn site. Then came the fall. Boom turned to bust. Shops began to be boarded up. Small businesses started to close and the unemployment swelled to 8.5 per cent. Last week, the ambitious Harfield Galleria, a multi-million pound shopping centre, went into receivership. Yesterday's announcement was the final blow.

For the people of Harfield, so recently persuaded to believe that, for them at least, the political and industrial establishment had got their future right, the harvest is a bitter one. Their sense of loss will be shared by the nation.

The narrow vision of the little Englanders will continue to cost Britain dear, argues Peter Millar

## Why do we fear Europe?

Farwell the trumpets. How is it that the British never celebrate anything with as much gusto as a glorious retreat? To judge from the political and media fanfares since Norman Lamont's spectacular about turn, you could be forgiven for thinking we had just come through Agincourt, instead of Dunkirk. There will be those who see the markets' attack on the franc as proof that we got out just in time. We British, the little Englanders proclaim, are once again masters of our own economic destiny, regrouping for a new assault on the German-dominated mainland. This is wishful thinking taken to the point of wilful blindness. True, we may, just may, have sabotaged the European dream for the time being. But while we rejoice over the falling cost of our mortgages, we blissfully ignore the wider perspective in the eyes of the world we have reconferred the post-war historical truth that Germany's rise and Britain's decline are linked in an inverse proportional ratio, directly reflected in the value of their currencies.

It is a dream in which national identities are not lost, but rather regional identities enhanced: yes, a "United States of Europe" if you must, that would break down eventually into even smaller units than the present nation-states and satisfy the desire for devolution of Scots, Catalans, Piedmontese, Bretons and Bavarians. All within a framework of free trade, free movement, and equality before common laws. That is what the Germans meant by federalism. Is it so awful? Once upon a time Britain had no doubt that it was part of Europe. The dichotomy in our political psyche goes back only to the post-war days when the continent was rubble and the special relationship with the United States — with Churchill's *History of the English-Speaking Peoples* as its bible — seen as a way of passing the superpower mantle to reliable, fellow Anglo-Saxons. Continental systems from Napoleon to Hitler had an understandably nasty taste in the British mouth. We have never seen them for what they were: an aversive attempt by one side, then the other, to reconcile the millennium-old division of Charlemagne's empire.

Nor did we understand that the European Coal and Steel Community, the embryonic EC, was the beginning of a new

attempt to do the same thing from a more acceptable neutral centre. The Charlemagne prize awarded annually in Aachen to great proponents of the European cause is a legacy of this presiding myth.

The meagre French Yes vote in Sunday's referendum was an indication that many Frenchmen still fear the Community could end up more Reich than empire. But the speed of Franco-German political consultations afterwards shows that both countries' leaders know this is more of a risk without the EC. The present upsurge of violence in Germany is not an indication of a growing neo-Nazi movement, but of the intolerable pressure of mass immigration into a country struggling to redefine its identity.

There are only two answers: a Germany that is part of a cohesive political and economic European entity, or a Germany that, *faute de mieux*, reassesses its

own national identity and assumes — independent of a fading EC — the world role that it is still surprised to find others expecting of it. Chancellor Kohl and President Mitterrand are men with little time left at the top. If they succeed on Europe, then they will have reshaped the political and economic map of the world — a task which since 1989 no longer seems so impossible. If they fail, we will soon see Europe restored to an approximation of the early part of this century, Balkan war and all.

Either way the sidelines will not be as safe or comfortable as we imagine. Britain risks being left in self-regarding complacency, consoling itself with the illusion of a special relationship with a decreasingly Anglo-Saxon and increasingly introspective superpower, its role in Europe reduced to that of a fifth column for infiltrating Japanese products. True, we will have avoided "occupation", cut off our nose to save our stiff upper lip. We will need it, because a future cut off from Europe may entail a lot of blood, sweat and tears. And that is how I fear it will end.

## No justice in a merciful release

Bernard Levin defends the law against euthanasia after the Cox case



guilty, and to follow their feelings, which were to commend the doctor and his mercy.

All honour to them in upholding the law. And Ludo of all people, who has so often unsheathed the sword of justice, should not criticise the members of a jury for doing their inescapable duty. I think he has not recently read or seen Robert Bolt's play *A Man for all Seasons*; let me remind him of an exchange between Sir Thomas More and his son-in-law William Roper, in the play: "The law, Roper, the law, I know what's legal, not what's right. And I'll stick to what's legal... What would you do? Cut a great road through the law to get after the Devil?"

"I'd cut down every law in England to do that!"

"Oh? And when the last law was down, and the Devil turned round on you — where would you hide, Roper, the laws being all fluff? This country's planned thick with laws from coast to coast — Man's laws, not God's — and if you cut them down — and you're just the man to do it — you'd really think you could stand upright in the winds that would blow then?"

Now, the laws which would prohibit euthanasia in this country were not passed without reason, and must be defended with reason. When the pro-euthanasia argument is given an airing, it is usually accompanied by the details of the safeguards

that a bill legalising euthanasia would have to observe. They are impressive: "... the request must come from the patient and from no other; must be sustained and can be withdrawn at any time; the patient must be told that his condition is incurable; the patient's doctor must consult another doctor unknown to him; and next of kin must be informed, though without any say in approving or disapproving of the patient's decision."

That is a formidable set of barriers; an honourable man like Ludo would not have accepted the post of vice-president, without such rules. But I have never envisaged a gang of mad doctors out of a horror film, busily euthanising anyone who passes

their laboratories. Something very different makes me pause.

I have called it, in many contexts, The Fallacy of the Altered Standpoint, and it can be seen working in a form familiar to almost everybody, whether involved directly or as a spectator. When the laws that were to legalise abortion in Britain were going through Parliament, I made a vow not to take a position in the argument, and I never have, though for some time both sides pressed me to join their ranks. I shall not break my self-imposed rule now, either, but this I may say in tones of genuine impartiality: did you think, and do you think that the legislators thought, that Britain was legalising abortion for any

cause or for none, that they were legalising abortion on demand which, *de facto*, is what Britain has? I repeat that I take neither side of the argument; I just want you to think for a moment whether you imagined, when the Bill was going through (with all its safeguards), that that would be the outcome.

I think, whichever side you take, that you have just answered my question in the negative. The Fallacy of the Altered Standpoint has worked its effect, and that which was once unthinkable where you stood then, is now not only thought, but carried out, where we stand now.

And where do we stand? We have certainly strengthened the euthanasia cause with the terrible story of Mrs Boyes, who would have wished her agony to have gone on a minute more? In the face of such dreadfulness, many people will very naturally begin to think "what if it was me?", and then "what if it was one of my loved ones?"

Yet the Fallacy of the Altered Standpoint is not nullified by individual tragedies like that: hard cases make bad law. And the problems of euthanasia are not confined to those who crave death; what of the doctors? Dr Cox's decision was evidently formed under the very greatest pressure — the torture that his friend and patient was suffering. What becomes of the medical profession when the deliberate killing by doctors of patients is a commonplace? And the nurses who have to watch, or — as it will turn out — measure out the lethal dose? And even — but that's a trifle here — what goes down on the death certificate?

Ludovic Kennedy, asked after the Cox-Boyes case whether it would strengthen the argument for euthanasia, said that it certainly would, and that "in years to come the Cox case will be seen as a kind of watershed." I fear it will be but I have much greater fear when I contemplate the Altered Standpoint taking up its new position.



### ...and moreover CRAIG BROWN

I feel 50-50 about the poet Craig Raine. There aren't all that many writers called Craig. In my experience, most Craigs tend to be five-year-old boys irritating their mothers with constant whining in supermarkets. Perhaps these five-year-olds will eventually become writers. John Osborne all. But until then we writers Craigs should stick together.

On the other hand, I also entertain peevish feelings towards Craig Raine. Starting out in journalism, I was greatly helped, like so many others, by the patronage of the then editor of the *Times Literary Supplement*, John Gross. Before long, I was reviewing a book for the TLS almost every week.

Alas, I was soon to discover that the name I was hoping to make for myself was in fact already someone else's. "Hello, it's Craig Brown," I would say to the relevant editor on the TLS. "Craig Raine!" they would reply excitedly. "No, Craig Brown," I would say. "Oh, Right," they would reply dejectedly.

It was with a certain guilty satisfaction, then, that I read Philip Larkin's recently-published description of Craig Raine as "a bearded loony". This was one of many recent savagings of the bearded. When Ian Maxwell gave a beard to tie in with his bankruptcy, latent anti-beardism in our society ran riot. It showed he had something to hide: it showed he was falling to pieces; it showed a new yearning for obscurity; columnist everywhere took up cudgels against the beard.

Just before the bearding of Ian Maxwell, Victoria Glendinning's biography of Anthony Trollope had been published, and anti-beardism spread to the literary pages. In the *Sunday Times*, John Carey described Trollope as "fat, bald and piggy-eyed with hair bursting out of his face like stuffing out of a sofa".

Meanwhile, over in America, H. Ross Perot had been finding it increasingly hard to defend charges against himself that he, too, was an anti-beardist, particularly when it was revealed that he had once sacked an orthodox Jew for refusing to shave. Perot had managed to find a rabbi willing to argue at the unfair dismissal tribunal that though the Bible banned shaving, plucking was perfectly permissible, but this only served to increase the agonies of the bearded lobby.

Other great anti-beardists in history include Ray Kroc and Peter the Great. Ray Kroc, you will remember, was the founder and senior chairman of McDonald's hamburger chain who banned all beards on employees right up to the mid-Seventies. Peter the Great was even more vehement in his dislike, unable to stop pulling out the beards of his courtiers by the roots, or shaving them so roughly that their skin came off too.

On September 5, 1698, he personally shaved the faces of all his senior officials. "The scene was remarkable," wrote his biographer, "at a stroke the political, military and social leaders of Russia were bodily transformed. Faces known and recognised for a

lifetime suddenly vanished. New faces appeared."

In a mood of leniency, Peter instituted a tax on all those who wished to remain bearded. Having paid their tax, they were required to wear bronze medallions around their necks, each with a picture of a beard and the inscription "Tax Paid". Who knows? This might explain the number of bearded medallion-wearers still at large, particularly amidst the beach-bars of the Mediterranean.

Personally, I have often been tempted to join Craig Raine in his beard, or at least in one of my own, and I think I might have done so already were it not for the innate anti-beardism of those I hold dear. I find shaving a dreary process, and would be only too happy to let my face run wild. Also as I slide inexorably from balding to bald, I have noticed that a beard acts as remarkable camouflage, distracting the anti-beardist tendency into an illusion of hairiness, with no need for the newly hirsute even to walk down the street with their heads upside down. Sir Peter Hall, Sir William Golding and Sir Clement Freud are three examples of men who have shaken off the baldy sneers through the growth of a beard, and each of them, I need hardly point out, has been rewarded with a knighthood. Those of you with pencils about your persons might now care to draw a beard on the photo above. Then you could change that "Brown" to a "Raine", and — hey presto! — you will have created your very own bearded loony.

### Tough talk on gift guidelines

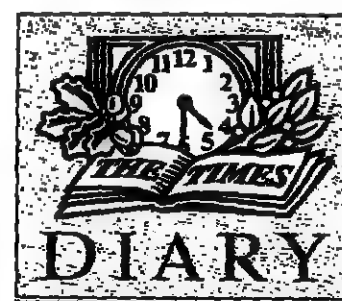
IF David Mellor has breached the guidelines on ministerial gifts he has no option but to resign, Lord Blake told the diary yesterday. At the same time he called for a "clarification" of the rules governing such presents. Blake, the official party historian and the most senior Tory figure yet to voice doubts over David Mellor's future, believes that the debate over the secretary of state's free holiday means that what have historically been merely guidelines must now be strengthened with powers of enforcement.

"There is no point in having guidelines if that means they can simply be ignored," says Blake, who is also one of the Queen's constitutional advisers. "If it becomes clear that David Mellor has breached those guidelines he should resign and he should do so without delay."

Standards have grown stricter, Blake says, and ministers must accept that public scrutiny these days is far greater. In the past it was considered quite acceptable even for ministers to hold directorships, though that began to change in the 1920s when Lord Birkenhead, a member of the Cabinet, stirred up trouble in the Commons by accepting lucrative payments for newspaper articles.

"But in recent years I don't think the convention has altered much," Blake says. "Ministers should be aware of the risks and exercise the proper judgements."

"Questions of Procedure for Ministers", the guidelines covering these matters stretch to 134 paragraphs and were drawn up in secrecy by Sir Robin Butler, the Cabinet secretary. They were published for the first time in May and



declare: "Gifts of small value (currently this should be put at £125) may be retained by the recipient. Gifts of a higher value should be handed over to the Department for its disposal, except that the recipient may purchase the gift at its cash value (abated by £125)."

No one in Whitehall was yesterday able to explain how the £125 ceiling had been decided. A Cabinet Office spokeswoman said: "The figure was set in 1991 to cover the life of this Parliament. But it can be revised from time to time in the light of inflation." Or even devaluation?

● Twelve inches of rain, at least 25 dead, entire villages cut off and helicopters rescuing the stranded — but still the French trains were running like clockwork. A London spokesman for SNCF, the French Railway network, said: "At the very worst there have been delays of up to 15 minutes but the service has not been disrupted." By contrast after less than four inches of rain, InterCity West Coast cut 70 per cent of services yesterday and the three trains an hour which were running suffered severe delays.

into his old adversary Peter Carter-Ruck on Tuesday night at a party to launch Lord Rawlinson's new novel. Carter-Ruck says Carman should stick to criminal law. "I think he is a first-class advocate and cross-examiner," said Carter-Ruck, picking his words as carefully as any libel lawyer could. "But I think George is better suited to criminal cases than he is to libel ones."

Carman, his silk tongue showing no signs of being loosened by the wine flowing freely at the party in Inner Temple, was noncommittal on the trial. "But I do think the freedom of the press is at stake at the moment, and that seems really quite important."

Crime doesn't pay... half as much as libel.

Yet despite their public display of rivalry, the two most famous courtroom names in the land are actually very good friends and spent much of the evening engrossed in conversation. The accusation by Richard Hardesty QC that Carman had been both "cruel and cowardly" had clearly wounded. "I need all the friends I can get at the moment," Carman said.

● John Papworth, Anglican priest and environmentalist will argue in a lecture tonight that, far from moving to County Hall, the London School of Economics should be shut down. Papworth believes that the events of recent days have made his central theme even more apposite: "Economists are quite unique in their failure to solve a single one of the problems of their profession". Where is he speaking? At the LSE, of course.

### Bungee whizz

ALAN BEITH, who presents the third party's case on the ERM in today's Commons debate, has received an unlikely challenge. The Lib Dem spokesman has irritated the British Elastic Rope Sports Association by likening Norman Lamont's manoeuvres over the pound to bungee jumping. David Boston, the association chairman, says: "Bungee jumping is considerably safer than playing around with the UK economy." With all expenses paid (they are presumably less than £125), Boston has invited Beith to discover for himself the joys of hurtling off the top of high buildings on the end of a piece of elastic rope. "It may even give him a further insight into the mysteries of international currency dealing."

● More from the now-it-can-be-told department. As Neil Kinnock lost Labour the last election at that disastrously triumphant rally in Sheffield, at least two members of the shadow cabinet forced to sit on stage at the time knew exactly what was going on. On Channel 4's Dispatches Special tomorrow night, John Prescott reveals for the first time the horror among Kinnock's colleagues as he repeatedly punched the air and yelled: "We're all right!" Says Prescott: "I was sitting next to Robin Cook and Neil was in the distance. Robin said: 'I don't think this is going to work.' I said: 'It did in Nazi Germany.' Robin said: 'Not for very long.'"





## EUROPE A LA CARTE

The European exchange-rate mechanism has lost its mystique. Foreign exchange dealers have realised that they can pick off a currency within the system just as easily as one outside. Yesterday it was the turn of the French franc. As long as the combined forces of the speculators are stronger than those of the central banks, a currency targeted for attack is like a duck in a shooting gallery.

Despite the best efforts of the Germans, the mechanism may not be much longer for this world. The demise of the ERM should be welcomed — both for its own sake and as the harbinger of a new flexibility in the European Community.

If the ERM falls apart, either all currencies will float freely or, more likely, the Benelux countries with France and Germany will form their own Deutschmark zone. Yesterday, Karl Otto Pöhl, former president of the Bundesbank, called for just such an arrangement. Five out of the original six Common Market countries would thus lock themselves into a form of economic and monetary union, with the other seven more loosely linked around the periphery.

This variable geometry, or Europe of concentric circles, has long been derided by such as Edward Heath, Lord Jenkins of Hillhead and other would-be European statesmen. But all their tired metaphors of trains onto which Britain must jump or faster speeds with which Britain must keep up are misleading. The appropriate metaphor is not of a two-speed Europe in which the slow-coaches lose the race, but of a multi-track Community in which different countries choose the direction that suits them best.

A currency union between the five countries could prove as painful as the ERM is now, unless Germany stops exporting the cost of reunification to its neighbours. Because Chancellor Kohl promised his voters that taxes would not have to rise again to pay for integrating East Germany, government borrowing has had to take the strain.

That has led to inflationary pressures which the Bundesbank is trying to stem by

keeping interest rates high. In any system of fixed exchange rates, Germany's high interest rates have to be adopted by the other countries whose currencies are pegged to the mark. So unless Herr Kohl raises taxes, the French will suffer for many years to come.

Why then should Britain worry if it is left out of such an arrangement? Economically and politically it will feel far healthier than its neighbour across the Channel. Yet the Foreign Office, still smarting from the mistakes it made in the 1950s, is viscerally opposed to any group springing up on the Continent in which Britain does not play a part.

What does it fear? France and Germany will never become one political entity. Aspects of a common foreign policy are already becoming clear; they will continue where national interests coincide and fail where they do not. There is no danger of America ignoring Britain in favour of France and Germany. The experiment was tried briefly by Mr Bush and it failed: the Anglo-American ties of security interest, military reliability, language and culture are simply too great.

The Community would do well to learn the lessons of the single market. Initially, Brussels thought that free trade could take place only once all products were "harmonised". That caused uproar in member countries as traditional national habits seemed to be threatened. Eventually the Commission realised that harmonisation was unnecessary as long as each country was prepared to recognise the others' standards. The development of the EC should follow a similar path.

There is no need for every country to agree on every step. That leads to compromises with which no country can be completely happy. Far better to allow each member state to proceed as far as it wants to, whether it be over common defence or a common currency. All twelve will continue to be linked by the single market and the institutions of the Community. All the rest can and should be taken *à la carte*.

## FLIGHT TO NOWHERE

The breaking of British Aerospace, announced with defeated fanfare on the eve of today's recall of parliament, is a dismal blow to economic confidence. Even as Norman Lamont is finally trying to stimulate demand to end the long recession, Britain's industrialists are still busy closing down factories.

Three thousand skilled jobs were yesterday's price for the recession that went on too long. During the past years of high exchange rates, high interest rates and low expectations of economic growth, taking risks became foolhardy for all but the very skilful and brave. Maximising immediate cash returns became the final objective of management instead of the necessary means to sustain expanding sales and nourish new developments.

Parsimony came late to British Aerospace. Had earlier managements paid more attention to costs, Britain's biggest engineer and exporter would not have had to provide for losses of more than £1 billion before interest and tax. Nor would it have had to import a retired chief executive from another company to impose a regime focused on "the bottom line". The consequences for the nation's productive potential are dire but now inevitable. Britain will lose the independent capability to make and develop civil airliners. BAE's space and communications business, which led the world in satellite technology, is likely to be sold to continental rivals. Rover, the rump of an independent car industry lost in the last cycle, is likely to follow in a couple of years time, possibly to Honda, already a minority shareholder.

The remaining profitable business — defence and Airbus wings — is likely to become part of an enlarged GEC, which would at least be a powerful competitor in the world market for defence systems. That is small consolation on a depressing day.

The story of British Aerospace is likely to be called in aid by Labour today. But it can

hardly be used to promote a change in government industrial policy towards intervention. There has been plenty of that already. Taxpayers will even be asked to fund part of the latest reorganisation. BAE is an entity that has been forcibly merged, nationalised and privatised. It has been defence supplier, consumer of grants and agent for state research and development spending. As one of the government's biggest commercial partners, it became the dumping ground for Royal Ordnance and Rover when successive trade secretaries were clearing out publicly owned industries at almost any price.

These acquisitions prepared the way for BAE's fall, although the commercial misjudgments were not rightly Whitehall's to make. The group was woefully undercapitalised. When it finally asked the City for £430 million of cash a year ago, the board was merely responding to an emergency and was discredited. That sum was also plainly inadequate, ensuring that the centrepiece of Britain's advanced engineering industry had to shrink to fit its capital base rather than raise capital to fulfil the commitments needed for long-term survival. Even now, BAE has chosen to shrink its capital further in order to continue paying dividends it cannot afford.

In recent years BAE has been led by three outsiders: two non-executives with large portfolios of directorships, and a retired executive. BAE's story exemplifies the failure of British industry to develop enough senior directors who can rise above simplified management texts to lead nationally important companies. How much better if Whitehall had used its influence as a customer to promote the company, its products and alliances, to build support for it in the financial community and to demand a better standard of managers whose only tool now is the axe.

## WHEN POLICEMEN FAIL

The home secretary, Kenneth Clarke, wants better methods for dealing with police officers who do not come up to scratch. As a last resort they should be sacked, he told the Superintendents' Association on Tuesday. The powers of chief police officers in such cases need to be increased, he said, though there was "understandable reluctance" to use such powers as already existed.

Mr Clarke was not talking about cases which would justify formal disciplinary procedures. He was referring only to managerial guidelines for dealing with poor performance. He has thus avoided the real cause for concern, the way disciplinary procedures consistently protect bad policing.

Part of what is wrong is the burden of proof. In employment law except for the police, employees can be disciplined or dismissed by an employer using the standards of proof required in the civil courts, what is called the "balance of probabilities". For a charge under the police disciplinary code to be upheld, however, the adjudicating senior officer has to be satisfied according to the standard of proof used in the criminal courts, "beyond reasonable doubt". That means no case can ever be proved when the outcome turns upon the word of a member of the public against that of a police officer.

When the substance of a disciplinary charge would be the same as a criminal one, and the Director of Public Prosecutions decides that no criminal charge should be brought, disciplinary proceedings have to be dropped as well. That is what happened after the disbanding of the West Midlands Serious Crimes Squad despite much evi-

dence of police malpractice and a score of acquittals after trial or on appeal. The West Midlands scandal was a serious breakdown of policing, yet because of the way the disciplinary rules are framed there has still been no public reckoning.

Even where a good case exists and a complaint is backed by hard evidence, the "reluctance" to deal with bad policemen, which Mr Clarke too readily "understands", often results in their early retirement on the grounds of sickness. One of the reasons Alison Halford made herself so unpopular as an assistant chief constable of Merseyside was her opposition to the abuse of early retirement as an alternative to proper procedures. Once a police officer leaves the force, he or she can no longer be called to account for any disciplinary offence that may have been committed.

Though missing the main point, Mr Clarke is right to be critical of the police's tolerance of poor performance. Good personnel management requires policies for dealing with incompetence, including counselling, encouraging and possibly retraining the officers concerned. In hard cases severance may be necessary.

Where ill health is a genuine contributory factor, early retirement is a useful extra method for dealing with such misfits. But it should no longer be used as a way to avoid formal disciplinary proceedings. The required standard of proof in such proceedings should be lowered. The police should hold their jobs on the same terms as the rest of the employed population. And they should lose their jobs on the same terms too.

## The referendum question as Parliament is recalled

From Dr Alan Sked

Sir, If the prime minister and his leading colleagues survive the collapse of their major policies after Parliament reassembles tomorrow, the parliamentary system which so many of us have been trying to preserve will have suffered a perhaps mortal blow.

Judged by their previous statements, Messrs Major, Hurd and Lamont ought by now to have surrendered their seats of office.

Secondly, we are without a credible opposition. John Smith, Paddy Ashdown et al emerge as irrelevant. Their fundamental agreement with the government prevents them from exercising this crucial parliamentary role.

Thirdly, if the government and opposition parties are to combine with "Europe" against the people, then a fundamental realignment of British party politics around a federalist/anti-federalist axis must soon prove unavoidable. The Anti-Federalist League, the only party at the last election to oppose Maastricht, will do everything possible to effect this.

Finally, however, the British press must play its part. Having followed the lead of the major parties in largely ignoring "Europe" as an issue at the last election, it must now start devoting more space to those of us whose doubts have, sadly, proved correct. A democracy in which all major newspapers merely echo a failed all-party political establishment will not remain a democracy for long.

Yours faithfully,  
ALAN SKED (Chairman,  
The Anti-Federalist League),  
Flat 3, Aberdeen Court,  
68 Aberdeen Park, N5,  
September 23.

From Lord Pearson of Rannoch

Sir, Most of us who oppose referenda do so because we trust our system of parliamentary democracy to take our national decisions, and to protect the sovereignty of the Queen in Parliament. However, that trust can no longer hold when the decision in question would undermine the very system upon which we otherwise rely.

Our parliamentary democracy has already betrayed the sovereignty of the Queen in Parliament. She and Parliament are now "subsidiary", whatever that may mean, to Brussels in many areas of our national life.

It is dishonest to pretend that the recent general election gave our people a say about their future integration into Europe. No serious party opposed it.

When I put these points to ministers, they say that they do not want to hold a British referendum on Maastricht because they are so confident that the result would be supportive of what we have signed. *Je me demande*.

Yours faithfully,  
PEARSON OF RANNOCH  
(Member, Select Committee on the European Communities),  
House of Lords,  
September 22.

From Mr Brian Crozier

Sir, Almost certainly the "knife-edge" "out" majority in France overstated those in favour. State television gave about four times more exposure to their words than to those advocating a "non" vote. Those against addressed mass rallies of opponents of Maastricht, who made it clear that they were not mildly but passionately against. This is no basis for a firm endorsement.

Mr Major sticks to his "no referendum" line, but until last Wednesday it was still "no devaluation". The issue of joining the European common market was put to the people in 1975, and they said "yes", decisively. They should be given the chance, now, to say "no" to that convoluted and often self-contradictory document, the Maastricht treaty.

Yours faithfully,  
BRIAN CROZIER,  
303 The Linen Hall,  
162-168 Regent Street, W1,  
September 21.

From Mr Roland de Kerghorlay

Sir, There is a belief — widely spread and supported by the media — that the daily lives of Europeans are being increasingly governed by irresponsible Brussels bureaucrats who are supposedly submitted to no parliamentary control. Yet all decisions are in fact taken by the Council of Ministers, composed of cabinet ministers of the different member countries. They are responsible to their national parliaments: it is up to the latter to control the former.

Governments have, however, found it easier to present a decision which could enhance their popularity in their own country as due to their unfaltering determination and imagination, insinuating that their partners were at best passive and indifferent. An unpopular decision is always presented as being taken in Brussels, implying that after having fought against it single-handedly their minister had been overwhelmed by his partners who supported a proposal

made by an irresponsible Commission.

Governments and, in particular, the press should present Community affairs in an objective manner: not as a competition between players trying to outwit each other, but rather as a joint effort to move forward together.

Yours faithfully,  
R. de KERGHORLAY  
(Commission Deputy  
Director-General, 1972-6),  
Avenue des Sorbiers 1,  
B-1180, Brussels,  
September 22.

From Professor Trevor C. Salmon

Sir, In all the debate about the nature of Maastricht, what to do in the wake of the Danish problem, and what to do in the wake of last week's events, have we forgotten the famous position agreed amongst the Six in January 1966?

The "Luxembourg Agreement" established a key distinction between the *de jure* treaty position and requirements and the *de facto* recognition that it was not perceived to be in the interests of the member states to follow the letter and spirit of the Treaty of Rome provisions on the movement from unanimity to qualified majority voting. Thus they agreed that:

Where in the case of decisions which may be taken by a majority vote on a proposal of the Commission very important interests of one or more partners are at stake, the Members of the Council will endeavour, within a reasonable time, to reach solutions which can be adopted by all the Members of the Council, while respecting their mutual interests and those of the Community.

Unanimity, that is, was to be required when a state had major interests at stake.

Whilst this was deleterious for the rapid advance and smooth running of the Community, it did allow the Community to advance, and with one famous exception in May 1982 (the common agricultural policy budget) it was observed for more than 20 years.

Can we not now have an "Edinburgh Agreement", to avoid renegotiation of Maastricht by agreeing to a *de facto* political interpretation and implementation of the *de jure* treaty text?

Yours faithfully,  
TREVOR C. SALMON  
(Jean Monnet Professor of European Integration Studies),  
University of St Andrews,  
Department of International Relations,  
St Andrews, Fife.

## The Liverpool recipe and the path to fiscal competence

From Professor Sir Graham Hills, FRSE

Sir, I was disappointed but not surprised that the six eminent Liverpool economists (letter, September 22) were content to consider in their recipe for greater success only second-order factors. The prime cause of Britain's financial difficulties is and has been, seemingly for ever, its inability to match imports with exports.

This has less to do with costs, money and banking arrangements than with producing high quality goods and services that other peoples wish to buy. The persistent balance-of-payments deficit will therefore remain a cause of major financial problems of one kind or another until we have improved our industrial performance.

As the Germans and Japanese have shown, this is not too difficult. It simply requires that the overwhelming importance of technological proficiency be recognised by government, by universities and by economists so that the best of brains may be attracted to it. All else is trivial, but will we ever learn?

Yours faithfully,  
GRAHAM HILLS,  
Sturgeside of Threewood,  
Lough Threewood, Beith, Ayrshire,  
September 22.

From Squadron Leader F. W. Daley (ret)

Sir, Britain's ills are not at all economic. They are rather to be found in the sick and ailing hearts of every man and woman in the country.

Germany was at the back of the grid in 1945. Now England is there and falling backwards each day. "Work" is a four-letter word to the English; they need to undo their ideas and re-fashion their attitude to it.

Nobody here in Germany is much interested in buying British because the words are synonymous with late delivery, shoddy quality and no after-sales backup. Britain needs to become export-orientated and sell, avoiding the pitfalls of poor labour relations and low energy.

Yours etc.,  
F. W. DALEY,  
Frauenstrasse 11,  
8000 Munich 5, Germany.

From Sir Ian Morrow

Sir, The present crisis highlights, among many others, two long-standing errors which must be corrected.

It is not possible to have a strong currency and a weak economy. (It is possible to have a strong economy and a weak currency.) Yet ever since Nigel Lawson started to shadow the mark the government (supported by the Treasury) has fought to have a strong pound as a "symbol of national potency".

From now on let the government

concentrate on assisting industry and commerce to create a strong economy, and let that be the measure of national virility. The currency can find its own level.

Secondly, as Sir Peter Smithers points out (letter, September 21), this crisis has demonstrated beyond all doubt that effective political control must be in place before the creation of structures like the ERM.

That means the participating states ceding some effective political powers to the centre. If this is not done, the bureaucrats will play by the rules in times of crisis — with the results we have just experienced.

Yours truly,  
IAN MORROW,  
Broadways, Seven Devils Lane,  
Saffron Walden, Essex.

From Mr M. J. Gilbert

Sir, For the Liverpool Six to say "inflation is undoubtedly a monetary phenomenon" is true but misleading. The economy gives rise to a demand for money to meet trading and other needs. If, for example, VAT increases from 15 per cent to 17.5 per cent, then a demand for money will arise to pay the increase, showing that inflation can also be a phenomenon of taxation.

If it be argued that the authorities need not allow the supply of money to rise accordingly, then businesses at the margin will go bankrupt and the economy will go into recession. Is this not one aspect of what has happened?

Messrs Tim Congdon and others do not say how the money supply would be reduced by the independent central bank if it overshoots its targets. (Still less do they offer a meaning of "price stability".) On past form they mean high interest rates, which is exactly what the government has given us for different reasons and we have low inflation.

Now they recommend a reduction in interest rates "to combat the severity of the recession". What if we get inflation without much recovery — "stagflation" as it used to be called? Do interest rates go straight back up again or do your correspondents have something else in mind? If these questions cannot be satisfactorily answered, there is a major intellectual hole in the monetarist argument.

Yours faithfully,  
MICHAEL GILBERT,  
116 Wood Street,  
Barnet, Hertfordshire.

From Dr Simon Broadbent

Sir, In my professional life, which includes advising businesses on technical and budgetary matters, I constantly remind clients that they have multiple goals. Balance is key.

The larger and more hierarchical the firm, the greater the tendency to

lay down unique objectives. Examples are over-caution or over-expansion, and the short term vs the long haul.

The Treasury and government, Great Britain Ltd and the voters, together form an extremely complex organisation. The temptations of oversimplification are great, and our masters have fallen correspondingly heavily. The sole targets of low inflation and static ERM rates are only the latest examples.

When will the authorities admit that they are defending the whole front? This includes wealth production, employment and a civilised society. They should never rush all their forces to counter isolated breakthroughs and let in the enemy elsewhere.

Yours faithfully,  
SIMON BROADBENT,  
133 Finchley Road, NW3.

From Mr Clive M. Hindle

Sir, Now that government has admitted that its policy of raising interest rates to the high point of the recession was wrong and has retrenched, can we have a head count for survivors?

In our anti-insolvency practice we awoke last Wednesday to find that the number of our clients had swelled enormously. Many lending banks caught the infection of panic emanating from Whitehall and promptly put some of their customers into receivership. The problems arise from the fact that they failed to withdraw the receivership on Thursday.

There is some judicial authority for the fact that victims of maladministration by governmental or quasi-governmental departments are not entitled to the same level of damages as are the victims of a breach of duty by a responsible private company or individual.

Are we therefore to assume that it is now received wisdom that the government is an incompetent organisation which carries no responsibility to ordinary citizens for its actions? If not, what about compensation for the summarily dispossessed?

Yours faithfully,  
CLIVE M. HINDLE,  
Hindle Campbell (Solicitors),  
8 Northumberland Square,  
North Shields, Tyne and Wear,  
September 18.

From Mr R. C. Green

Sir, If French interest rates had gone up 2.5 per cent this time last week, I wonder what then would have been the outcome of the referendum?

Yours faithfully,  
RICHARD GREEN,  
The Whittens Farms Ltd.,  
Lyonsall, Kingston, Herefordshire,  
September 23.

Business letters, page 21

## 'Trial by TV' for 'Sunday Sport'

From the Publisher of Sunday Sport

Sir, At a time when the *Calcutt* enquiry into the press is about to commence its final deliberations it might be valuable to look at the ineffectiveness of the supposedly stricter regulation of another section of the media — television.

I was featured in a *World in Action* programme on Monday evening (review, *Life & Times*, September 20) which made no serious attempt to present a balanced view. Despite the fact that I had offered to participate, provided that my contribution was transmitted live or that I was able to prevent my remarks being edited so as to change their meaning, the programme stated that I had "declined to take part".

The programme attempted to conduct a trial by television. There were several misleading facts. A letter from my office to managers of sex-shops was quoted, with no mention that it was about 12 years old; no indication was given that the suicide of my friend, Mary Millington, took place 13 years ago; dated film clips (up to 15 years) were used, with no reference at all to their age.

One mistake was so elementary that it might seem to have been deliberate: the box office receipt for a film, *Come Play With Me*, was quoted as the profit! The actual profit was less than 10 per cent of the figure quoted.

If the television rules permit the transmission of details of offences covered by the Rehabilitation of Offenders Act, and no proper right of reply, one wonders how effective rules for the press can be introduced.

Yours sincerely,  
DAVID SULLIVAN,  
Publisher, *Sunday Sport*,  
Marten House,  
39/47 East Road, N1.

## The Church's future

From the General Secretary of the General Synod of the Church of England

Sir, May I reinforce some of the details in your report of September 22, "Church curb on public at key debate".

In view of the pressure on space in the synod chamber when the final debate on the draft woman priests legislation takes place, the proceedings will be relayed to another hall in Church House, as the report says and there will be live broadcasts. This is hardly consistent with Monica Furlong's charge that the Church wishes to conduct the debate "under wraps".

Forty of the 102 seats available in the public gallery have been allocated to the public, and ten seats for representatives of the government, other denominations etc. The remaining 52 are for the press.

If all the gallery seats had been available to the public, I believe we still could not have accommodated all who wish to be present.

Yours faithfully,  
PHILIP MAWER,  
General Secretary,  
The General Synod of the Church of England,  
Church House,  
Great Smith Street, SW1,  
September 22.

From Mr Michael Windridge

Sir, I have just started my final year's theological training as a stipendiary student in the hope of becoming, if ordained, a Church of England clergyman. One of the reasons which led me to offer myself for ordination included a belief that there was a critical shortage of parish clergy.

I have recently written to the dioceses of St Albans, Canterbury, Chichester, Guildford, Oxford, Rochester, Winchester, Salisbury and Southwark, asking if I could obtain a first curacy in a parish next summer to enable me to begin my professional church ministry. The replies so far indicate there are no suitable vacancies. I believe the reason is a shortage of funding rather than too many clergy.

I wonder whether, as a prospective unemployed Anglican ordinand I might be entitled to seek commercial or voluntary sponsorship. This might offend traditionalists, but a hard-pressed parish priest could be glad of an extra fee and willing hand.

Yours sincerely,  
MICHAEL WINDRIDGE,  
Salisbury and Wells  
Theological College,  
40 Harcourt Terrace,  
Salisbury, Wiltshire,  
September 21.

## A bridge too rusty?

From Mrs C. M. Parker

Sir, In *Life & Times* (September 21) you say the Golden Gate bridge in San Francisco is "rusty red and not golden brown". Why should it be? It is the stretch of water that the bridge crosses which is the Golden Gate.

Yours faithfully,  
C. M. PARKER,  
17 Heathwood Road,  
Talbot Park, Bournemouth, Dorset.

Sports letters, page 26

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — 071-782 5046.







## OBITUARIES

## DAVID BATHURST

David Charles Lopes Bathurst, auctioneer and art dealer, and former chairman of Christie's, died from a heart attack on September 19 aged 54. He was born on December 15, 1937.

DAVID Bathurst was one of the brightest young stars at Christie's for more than 20 years and seemed poised to shake off the firm's stodgy image when he took over as chairman in January 1985. Witty, amusing and gifted with a sharp business brain, his effervescent touch suited the optimism of the times. He seemed set for great things but his career at the auction house was blighted by what became known in the art world as "The Cristallina Affair", in which he falsely announced the sale of two French Impressionist pictures at a New York auction.

He became caught up in a tortuous court case in which an art investment group called Cristallina SA sued Christie's and Bathurst for alleged negligence, breach of contract and fraud. The action was later settled out of court but the New York Department of Consumer Affairs fined the firm \$80,000.

Bathurst voluntarily surrendered his licence to sell in the city and, after the firm made an out of court agreement for the payment of an undisclosed sum to the group, he resigned in 1987.

He went on to set up a dealing group and never displayed any bitterness over the effect of the Cristallina affair, tacking his new career with drive and enthusiasm.

Bathurst, the second son of the second Viscount Bledisloe, was educated at Eton and Magdalen College, Oxford. He did National Service with the 12th Royal Lancers and studied at the Carnegie Institute, part of the Carnegie Museum of Art in Pittsburgh.

His introduction to the art world came through his time at the New London Gallery, part of Marlborough Fine Art, and he joined Christie's to start its Impressionist



and modern picture department in 1963. He became a director at the age of only 29 in 1966. Early success led to him being posted to New York with young colleagues in 1978, only a year after Christie's had set up in the United States.

French Impressionist pictures then, as now, symbolised money and prestige, and competition for blue chip collections among the auction houses was intense. Business and social life became one. The breakthrough for Bathurst came in 1980.

He spent a weekend with Mr and Mrs Henry Ford II who had an astonishing Impressionist collection. The weekend was a great social success. There was no suggestion of a sale but when Ford later decided to dispose of ten paintings they went straight to Christie's. News of the sale was a sensation and the pictures were estimated to make \$10 million. But in an electric 30 minutes they reached \$18.30 million. It was a landmark for its time and noted back in London.

Bathurst's team worked hard but also knew how to play. Office parties were famous. He also had the ability to inspire great loyalty and, in his five years in New York, the saleroom he started virtually from scratch briefly outperformed Christie's in London.

Bathurst's career culminated in his appointment as chairman of Christie Manson & Woods in succession to Jo Floyd in 1984. He embarked on a series of one-to-one conversations with all the directors on future strategy. Bathurst was trying to

develop a management structure for the Eighties.

Changes were beginning to take place when the Cristallina affair, which dated from his days in New York in 1981, became public in 1985. More than £14 million was wiped off the market value of Christie's International after Bathurst admitted issuing false information on the sale of two paintings, Cristallina, a Panamanian registered company, had asked Christie's to sell eight paintings. Only a Degas sold but, as Bathurst later admitted to a court, Christie's lied by announcing to the press that another two, a Gauguin and a Van Gogh, had also been sold for £2.5 million. This, he later explained, was to prevent disruption in the art market, though many said it was to protect his own firm's reputation. He resigned as chairman of the English board, as he had by then become.

After his departure from Christie's with two colleagues Bathurst started the St James's Art Group, a dealing partnership in Jermyn Street.

Friends felt the Cristallina affair overshadowed his career, to the point where it obscured his real achievements at Christie's, and that it was for these that he should be remembered rather than for a momentary lapse. Bathurst remained successful and had recently been invited by the Chinese government to hold the first official selling exhibition of Chinese contemporary art in London. This exhibition was due to have been held in November but with his death has now been cancelled.

He enjoyed cricket and while still a schoolboy continued the family tradition of bowlsleighbing on the Cresta Run. His broad interests included opera and the poems of Dylan Thomas. He loved Scotland especially and spent a great deal of time at his house at Bigger in Lanarkshire. It was there, surrounded by friends, that he had a sudden heart attack while out shooting grouse on the hill. Bathurst married Cornelia McCosh in 1967. They had three daughters.

## APPRECIATIONS

## Wg Cdr Roger Maw

I HAVE just returned from a spell of teaching in a Moscow school to hear that "Wings Maw" has died and to read your obituary of September 8.

I was one of the volunteers over the famous horse and I also knew "Wings" well, since he was the officer commanding our Block 64.

I helped him once when he made a hidey-hole in the wooden wall of the central corridor in our block. My contribution was only to hold the fat lamp and the spare tools and to be ready to disappear with them if stooges warned us of the approach of guards. I was amazed at his speed of working, combined with extreme accuracy, so that, when the job was completed, I, who knew it was there, could barely detect it.

He made two lovely gifts for his son and for his daughter. The former was a model yacht, dinky built, the narrow timbers being meticulously cut from the mahogany of a cigar box received by some fellow "kriege" with connections in Havana. His daughter's was a grandmother clock. All the gears were cut out of timber, the escapement was regulated by a pendulum and a housebrick served as the weight.

Having got the clock working, "Wings" gave it various tasks to perform. In the summer months he slept with his windows wide open and further ventilation was provided by sawing through two floorboards so that they could be raised. But around 3am the temperature fell outside. Not in "Wings" room, however, for he persuaded the clock to



trigger a complicated mechanism of strings, pulleys and weights to close the windows, lower the floorboards and keep him snug in bed.

I had an enormous respect for Roger Maw. Your obituary, despite some inaccuracies (ie, we had no "camp carpenter"), there were POWs in a theatre workshop, with tools supplied on "parole d'honneur", who rightly refused to touch the construction of the wooden horse will be attached to my copy of *The Wooden Horse*.

Someone else ought to write about his participation in a daylight raid on the *Scharnhorst* and *Grisenau* in dock at Brest, for which he was awarded the DFC. He claimed to have looped the loop over Berlin one night "in show the bastards".

Tom Wilson

In our obituary of Wing Commander Roger Maw the three escapees were led by Captain Michael Codner, not Eric Condor as stated.

## Admiral Sir Guy Grantham

WHEN Admiral Sir Guy Grantham (obituary, September 12) was the guest of naval historians at a dinner on board HMS *Victory* a few



years ago, he was asked to reflect on any aspect of his long and distinguished career that had particularly stayed in his mind. Without hesitation he spoke of the Second Battle of Sirte in 1942; but not of his own brilliant contribution to that famous action as a cruiser captain. He spoke of his guilt of having forgotten, when he was one of the few to survive on the *Cleopatra's* bridge after it had been hit by a shell and 15 killed, that the mast-head lookout above might have survived and been unable to descend. This proved to be the case and Grantham said that he never forgave himself for leaving the seaman in his eyrie for several more hours before relief.

Tom Pocock

MAY I add a brief word to your excellent obituary of Admiral Sir Guy Grantham?

Colette Leslie

## RALPH VICKERS

Ralph Cecil Vickers, MC, for many years chairman of the stockbrokers Vickers, de Costa, died on September 10 aged 78. He was born in London on November 14, 1913.

RALPH Vickers was a stockbroker of a now past breed, whose business was conducted on the basis of mutual trust. He lived through an era of change and, by his retirement in 1981, to his sadness, the old values of the city were fast going.

In his business life he made the momentous decision in the early 1960s to investigate the investment potential of Japan. He first went there in 1962, returning twice-yearly thereafter. Although there was still considerable prejudice against the Japanese, the war lingering still in many memories, he pursued his aim with resolve, and the many clients he represented, including several Oxford colleges, profited considerably by his foresight.

While his interests in the Far East afforded him the chance for extensive and exciting travel, he also relished the human contact of looking after his private clients at home. He loved the contrast of dealing in large sums and then advising an elderly doctor to purchase a colour television set. He was broker to Nuffield College from the outset in 1958, swiftly involved them in Japan and rang the bursar daily. He enjoyed chatting to academics, who on a strict test of the wealth their institutions commanded, could not have merited the time he devoted. He enjoyed bouncing his instinc-



tive ideas off men who liked to believe that everything could be done by calculation. He could calculate too, but never trusted a calculation that did not concern his instincts.

Vickers was born into a stockbroking family, his father having founded Vickers, de Costa in 1917. He was educated at Uppingham and resided his undistinguished years at Trinity College, Cambridge. Thereafter his prime interest was racing at Brooklands. Nevertheless he joined Vickers, de Costa and became a member of the London Stock Exchange in 1938. Just before the war he joined the Supplementary Reserve, and then served in the 1st Regiment RHA and later as a major in the Royal Devon Yeomanry Artillery. He was badly wounded in the leg, but was fit enough to return to war, where he won the Military Cross for an action in Italy in 1943.

Following his father's death in July 1944, Vickers returned to the Stock Exchange. He

was forced to serve under old and ineffectual partners, but by doing the lion's share of the business he was soon in control. He became senior partner in 1961 and chairman in 1972 when Vickers, de Costa became a company. He greatly expanded his father's investment trust, General Funds (founded in 1926), and in 1959 he founded Investing In Success.

The business done in Japan and elsewhere led to considerable expansion with offices all over the world — in London, Tokyo, Hong Kong, New York, Los Angeles, Luxembourg, Monte Carlo and the Bahamas.

He possessed a good sense of humour, which at times became mischievous. A fisherman on his stretch of the River Avon in Wiltshire complained that he had not caught any fish. Vickers paused for a moment and then enquired him by saying: "Well, of course, you are pitting your wits against the fishes..."

His family was diverse. His eldest sister, Joan (now Baroness Vickers), became the distinguished MP for Plymouth, Devonport, holding her always marginal seat against all-comers for 19 years. His first wife, Dulcie Metcalf, had strong equestrian interests and they held dressage competitions at the moated farm they restored together in Hampshire in the 1960s. His son, Hugo, became a biographer. Then, after the dissolution of his first marriage in 1987, he married Khorsid Farmanian, and found himself part of a large Iranian family whose members were spread across the world.

## JOHN GORDON

John Gumm Drummond Gordon, CBE, a former director and group chief executive of Grindlays Bank, died on September 16 aged 83. He was born on April 27, 1909.

JOHN Gordon fell in love with Africa as a young man and Africa, by and large, repaid the compliment. "Bwana mrefu sana" (very tall one) was the name by which it knew him, as he moved between Kenya, Tanzania and Uganda, towering above most of those he met and addressing them, when appropriate, in fluent Swahili.

Of the 45 years of his career with various banks, he spent 30 of them abroad — mostly on the continent of Africa. He had first visited in his twenties. He was on first-name terms with the leading figures in East Africa, including Jomo Kenyatta, Julius Nyerere and even Idi Amin — long before the last of these began his reign of terror.

Few understood their economies, then based on the East African shilling, better than he did. He made himself an authority on their industries and the crops like coffee and cotton on which they depended. Professionally as well as physically he stood out amid the expatriate British community. Although East Africa was the region he knew best, as the general manager for Africa (as he later became), Gordon was also largely responsible for expanding Grindlays Bank's interests throughout countries to the south like Zambia and those in the west like Ghana and Nigeria.

John Gordon was born in Aberdeen and educated at Edinburgh Academy from where he joined the Bank of Scotland as a trainee and worked for several years in the border country.

He went further south to London, then in 1930 moved to the National Bank of India. His new employers dispatched him to Nairobi five years later. On the outbreak of war he signed up for the King's African Rifles and served with them in Ethiopia and in Burma before returning to East Africa on demobilisation in 1946. It was then that he met his wife, Mary, who had



gone out from Britain to teach, and they were married in Jinja, Uganda, in the following year.

There followed three years in India, based in Bombay and Calcutta. But by the mid-1950s, the Gordons were back in Uganda, this time Kampala. From there they were posted to Kenya where he became superintendent of the

bank's East African branches and remained there until he was promoted general manager for Africa and returned to London.

In the early 1960s the National Bank of India had merged with Grindlays Bank to become, for a while, National and Grindlays — before the "National" was dropped in the interests of simplicity. John Gordon meanwhile became group managing director in 1969, retiring five years later aged 65. He retained his seat on the board, however, until 1979, along with his directorship of the trading group Steel Holdings.

In 1974 he was also invited to join the board of the Crown Agents who were then struggling to repair the damage wrought by five disastrous years of property investment which had lost them more than £180 million. Gordon, whose knowledge and experience of the developing world made him a valuable asset, stayed there for three years.

His reputation in the banking world was that of a sound Scottish businessman, totally reliable, well liked and incorruptible. In his younger days he had been a natural athlete with a good eye for the ball, whatever the game. Watching sport in later years gave him great pleasure.

Although he settled in retirement in southern England he never lost his deep affection for Africa and its people and, before retiring, took the opportunity to tour the bank's burgeoning interests throughout the continent.

He is survived by his wife and by their two sons and a daughter.

## Architecture

## Pevsner reaches furthest isles

BY MARCUS BINNEY, ARCHITECTURE CORRESPONDENT

PEVSNER'S famous series of county guides reaches the northern outposts of the British Isles with the publication of *Highlands and Islands*. From the start the Scottish volumes have been of high quality, aided by the calibre of the lists of listed buildings which north of the border contain historical research as well as architectural description.

While the English volumes were largely written by Sir Nikolaus Pevsner himself, in Scotland the job has increasingly fallen to John Gifford, author not only of this volume but of *File and the forthcoming Dumfries and Galloway* for whom the task is becoming a lifetime's work. To him it has fallen to visit every Scottish isle with a building or ruin on it.

Castles are here by the dozen. The Earl's Palace at Kirkwall of 1606 would if completed have vied with Elizabethan Burghley. Fort

George, Britain's answer to Vauban's fortresses on the Rhine, is chronicled in masterly detail down to the neo-Georgian Naafi block of 1934. Among rural buildings he progresses through the laird or tackman's house, the manse for the landowners of each parish were legally obliged to house the minister, through farm houses, peasant houses "built of thick sods of earth shaped as brick" and steadings.

His search for industrial buildings yields ice houses and curing houses in fishing villages and an abandoned whaling station at Bunavon-eader, distilleries with pagoda-like roofs, a large Georgian ropewalk at Cromarty, light-houses with Egyptian trimmings and modern power stations with crazy paving walls. As well as fine Palladian houses like Culloiden, there are numerous shooting lodges, and intriguing Edwardian

houses like Aultmore, built for the owner of a Moscow department store in 1912. Of special interest are the planned burghs of the eighteenth and nineteenth century, including fishing villages built for highlanders cleared from land turned to sheep farming. Among the gems of the region are eighteenth century churches which preserve box pews and galleries.

The glossary is fascinating on Scottish terms: a barnkin is an enclosing wall; a conductor, a rain water down pipe; a rhone, a gutter. A dun is a small stone wall fort, flatted means divided into apartments, but the first flat can also be the first floor. A mort-safe is a macabre Scottish defence against grave robbers for example an iron frame over a grave. And did you know gazebo is jocular Latin for "I shall gaze". *Highlands and Islands* (Penguin, £30)

## Germans pay for headstone

THE German government is to pay for a memorial stone to be erected at the unmarked grave of Elisabeth Hertz which was recently discovered in St Andrews churchyard, Giron, Cambridge (John Shaw writes).

She was the widow of Heinrich Hertz, the German scientist whose identification of electromagnetic waves foreshadowed the development of wireless and radar.

Hertz died in 1894 but his widow fled to Britain in 1937. She feared persecution from the Nazis and was buried in the churchyard when she died in Cambridge in 1941. There will be a commemorative service at Giron on October 7.

Stanley Briggs, the church warden who is also an electrical engineer, came across her name in old registers and with Kenneth Kneil, a retired librarian from the university engineering department, researched her past.

Mr Kneil said: "A headstone is finally going to be put up to the wife of a remarkable scientist whose work ranked with that of Einstein."

## Receptions

The Bel Air Hotel Company Mr Hansjorg Malsen, Vice President, Bel Air Hotel Company and Managing Director, Hotel Bel Air Cap Ferrat, France, and Mr Frank Bowling, Vice President and General Manager, Hotel Bel Air Los Angeles, were hosts at a reception last night at Fulbrook & Gould, Sloane Street, London, SW1, during their London visit. Many distinguished guests and friends were present.

Fulbright Commission Mr Edward C. McBride, American Cultural Attaché and Chairman of the Fulbright Commission, welcomed the guests at a reception held last night at the American Embassy in honour of the American Fulbright scholars at the start of their year in the United Kingdom.

## Dinners

Families for Defence Lady Olga Maitland, MP, Chairman of Families for Defence Patrons Club, presided at a dinner held at the Carlton Club last night. Crown Prince Alexander of Yugoslavia was the guest speaker.

Guild of Freemen of the City of London Mr Derek L. Kemp, Master of the Guild of Freemen of the City of London, and Mrs Kemp were the hosts at a dinner held last night at the City of London Club.

## Luncheon

The Crown Estate The Earl of Mansfield, First Crown Estate Commissioner, Mr Christopher Howes, Second Crown Estate Commissioner, and Commissioner Mr Richard Cows, Mr George Lillingston and Mr John Norris were hosts at a luncheon yesterday at 16 Carlton House Terrace.

Among the guests were: Lord Chorley, Sir Douglas Lovelock, Sir Nigel Mobbs, Mr Sherban Cantacuzino, Miss Jennie Page, Mr Richard Wilson, Mr Hugh Edwards and Mr Stuart Cortyn.

## Service luncheon

Royal Highland Fusiliers The Princess Margaret Countess of Snowdon, Colonel in Chief of the Royal Highland Fusiliers, attended the Officers' Annual Regimental Luncheon held at the Officers' Mess, 1st Battalion, Oakington Barracks, Cambridge, yesterday. Brigadier I.S. Reid, OBE, Colonel of the Regiment, and Mrs Reid were present.

## Appointments

Mr Michael Marshall to be Vice Lord-Lieutenant of Cambridge-shire.

Miss Caroline Sheppard to be Chief Parking Adjudicator for London.

CAROL LEONARD

... a restaurant and government shared responsibility

30 Temple Fortune Lane, NW11.

## SEPT 24 ON THIS DAY 1940

The King took a keen interest in the design of the George Cross, drawing the original sketch and amending drafts. The first recipients were a Bridlington rescue party worker and two Royal Engineers who had removed the bomb which fell near St Paul's Cathedral.

## THE KING'S MESSAGE OF CONFIDENCE

The King, who spoke clearly and firmly for 11 minutes, made the broadcast from his underground shelter at Buckingham Palace since an air raid warning was in progress when he began. He said:

It is just over a year since the war began. The British peoples entered it with open eyes, recognising how formidable were the forces against them, but confident in the justice of their cause. Now, after a year of war, let us consider together where we stand. Much has happened since September, 1939. Great nations have fallen. The battle, which was at that time so far away that we could only just hear its distant rumblings, is now at our very doors. The armies of invasion are massed across the Channel, only 20 miles from our shores. The air fleets of the enemy launch their attacks, day and night, against our cities. We stand in the front line, to champion those liberties and traditions that are our heritage.

In this battle for Britain, London the mighty capital of the Empire, occupies the forefront. Others of our cities are being subjected to the barbarous attacks of the enemy. But it is London that is for the time being bearing the brunt of the enemy's spite.

To the men and women who carry on the work of the A.R.P. services I should like to say a special word of gratitude. The devotion of these civilian workers, firemen, salvage men, and

many others in the face of grave and constant danger has won a new renown for the British name. These men and women are worthy partners of our armed forces and our police — the Navy, once more as so often before our sure shield, and the Merchant Navy, of the army and the Home Guard, alert and eager to repel any invader, and of the Air Force, whose exploits are the wonder of the world.

To-night, indeed, we are a nation on guard and in the line. Each task, each bit of duty done, however simple and domestic it may be, is part of our war work. It takes rank with the soldier's, the sailor's, and the airman's duty. The men and women in the factories or on the railways who work on regardless of danger, though the sirens have sounded, maintaining all the services and necessities of our common life and keeping the fighting line well supplied with weapons, earn their place among the heroes of this war.

Many and glorious are the deeds of gallantry done during these perilous but famous days. In order that they should be worthy and promptly recognised I have decided to create at once a new mark of honour for men and women in all walks of civilian life. I propose to give my name to this new distinction, which will consist of the George Cross, which will rank next to the Victoria Cross, and the George Medal for wider distribution.

As we look around us we see on every side that the Mother City of the British Commonwealth is proving herself to be built as a city that is at unity in itself. The walls of London may be battered, but the spirit of the Londoner stands resolute and undimmed.

We live in grim times, and it may be that the future will be grimmer yet. Winter lies before us, cold and dark. But let us be of good cheer. After winter comes spring, and after our present trials will assuredly come victory and a release from these evil things. Let us then put our trust, as I do, in God, and in the unconquerable spirit of the British peoples.

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IN ASSOCIATION WITH  ISIS



# Companies' profits rise as economy grows 0.1%

By COLIN NARBROUGH, ECONOMICS CORRESPONDENT

GROSS trading profits of companies rose 10 per cent in the second quarter, an increase of almost 15 per cent on the same period last year, according to latest government estimates of national output.

The data, which confirmed provisional figures published last month, showed that the non-oil economy managed only 0.1 per cent growth in the second quarter. This was the first quarter-on-quarter gain since the second quarter of 1990, but provided only a faint pointer to the end of recession.

Consumer spending rose 0.5 per cent during the period, the first quarter-on-quarter gain for two years. This was consistent with the rise in retail sales earlier this year, which has since faltered.

Any glimmer of recovery is not expected to burn brighter this quarter, which City economists fear will show the economy flat, or possibly turning down again slightly.

The most recent industrial trends survey from the Confederation of British Industry indicated that manufacturers have become gloomier after experiencing some improvement in the first half of the year. The one-point cut in base rates on Tuesday could help to improve expectations, but no rapid upturn is expected.

Monetary easing and the sterling devaluation should help the economy to return to trend growth of an annual 2.5 per cent in about two years' time, but City forecasts for this year are still pointing to an annual decline in GDP of about 1 per cent.

The Central Statistical Office said the gross domestic product, seasonally adjusted and at constant 1985 prices, fell 0.1 per cent between the first and second quarters, after a 0.4 per cent fall in the first quarter, reflecting main-

tenance programmes that cut North Sea oil and gas output. Excluding oil and gas and other energy output, a better guide to the state of the economy, GDP rose 0.1 per cent in the second quarter to stand 0.9 per cent down on the same quarter of 1991. The first quarter saw a decline of 0.2 per cent.

The sharp improvement in company profits, which reflected continued cost reductions and some improvement in consumer demand, puzzled economists, who believe the breakdown of the data to be released next week could reveal special factors.

Simon Briscoe, economist at Midland Montagu, read the combination of higher consumer spending, rising production and further de-stocking as evidence that the economy was not falling deeper into recession.

Chris Dillow, economist at Nomura Research, noted that the GDP data underlined a core problem facing the British economy: the improvement in domestic demand is being met by increased imports and not feeding through into higher domestic production.

Provisional data from the environment department showed a further drop in orders to the construction industry over the summer. In the three months to July, orders fell a seasonally adjusted 11 per cent to stand 16 per cent below the same period last year.

Private housing orders rose 2 per cent in the latest three months, but were 15.0 per cent down year-on-year. The American economy is improving slowly, with prices, apart from timber, generally stable, according to the Federal Reserve. Retail sales were reported steady, or slightly higher, in most regions, except for lacklustre sales of new cars.

## Costain hangs fire on mines

By MATTHEW BOND

COSTAIN, the mining, engineering and construction group, has made no final decision on how to realise value from its profitable Australian coal mining business.

Three months ago, the company announced plans to float the business on the Australian Stock Exchange, while retaining a 49 per cent stake. But yesterday it said approaches had been received from several groups interested in acquiring the whole of the business.

Costain's interim results were postponed for a fortnight, in the hope of a trade sale. Peter Costain, the chief executive, said plans for the subsidiary would be announced next month.

In the six months to June 30, the company made pre-tax profits of £2.5 million, down from £5.7 million in the first half of 1991. The interim dividend was passed (4.75p).

Coal mining in Australia and America was the biggest contributor to operating profits with £14.3 million.

Temps, page 21

## Conder's quotation suspended

Shares in Conder Group, the construction and property group, were suspended at 8p at the company's request, "pending a clarification of its financial position". Last month Conder unveiled an increased pre-tax loss of £22.6 million for 1991.

At the time of its results, Conder said it had been "urgently pursuing a number of ways to strengthen the financial base of the company", including the sale of subsidiaries and securing continued bank support. Yesterday's brief accompanying statement would suggest that the group has failed to secure "continued bank support".

## Gent doubles

SR Gent reports more than doubled pre-tax profits of £2.3 million. A final dividend of 1.25p (0.75p) makes an unchanged 2p.

## Vardon buys

Vardon is buying Sea Life Centres for £9.9 million. The group is being floated with a full listing on October 19.

### COMPANY NEWS IN BRIEF

**HEADLAM GROUP (Int)**  
Pre-tax: £485,000  
EPS: 1.79p (1.41p)  
Div: 0.75p (0.75p)

**SECURE TRUST (Int)**  
Pre-tax: £3.44m (£3.13m)  
EPS: 16.1p (14.5p)  
Div: 4p (3.5p)

**COPYMORE (Int)**  
Pre-tax: £506,000  
EPS: 3p (3.5p)  
Div: 1p (1p)

**DAGENHAM MOTORS**  
Pre-tax: £1.13m (£1m)  
EPS: 4.4p (4p)  
Div: 1.75p (1.75p)

**DENCORA (Int)**  
Pre-tax: £20,000  
EPS: 0.9p (0.3p)  
Div: Nil (nil)

**SPIRAX-SARCO (Int)**  
Pre-tax: £10.5m (£9.4m)  
EPS: 7.8p (7.4p)  
Div: 2.7p (2.7p)

**ISA INTERNATIONAL (Int)**  
Pre-tax: £1.32m (1.03m)  
EPS: 2.7p (1.9p)  
Div: 0.482p (0.414p)

**BRITANNIA GROUP (Int)**  
Pre-tax: £155,000  
EPS: Loss 0.9p (0.9p)  
Div: Nil (1p)

**PITTARD GARNAR (Int)**  
Pre-tax: £1.27m (£1.04m)  
EPS: 3.5p (2.5p)  
Div: 0.5p (nil)

Last time's interim profit was £213,000. Turnover up from £11.5m to £24.1m after acquisitions.

Gross income up 25% to £8.5m. Lower interest rates being partly offset by increase in lending book.

Last time's interim profit was £206,000. Gearing reduced from 95% to under 70%. Recovery unlikely this year.

Interim results. Turnover up from £91.1m to £75.6m, helped by £13m from new dealer ships. Outlook is favourable.

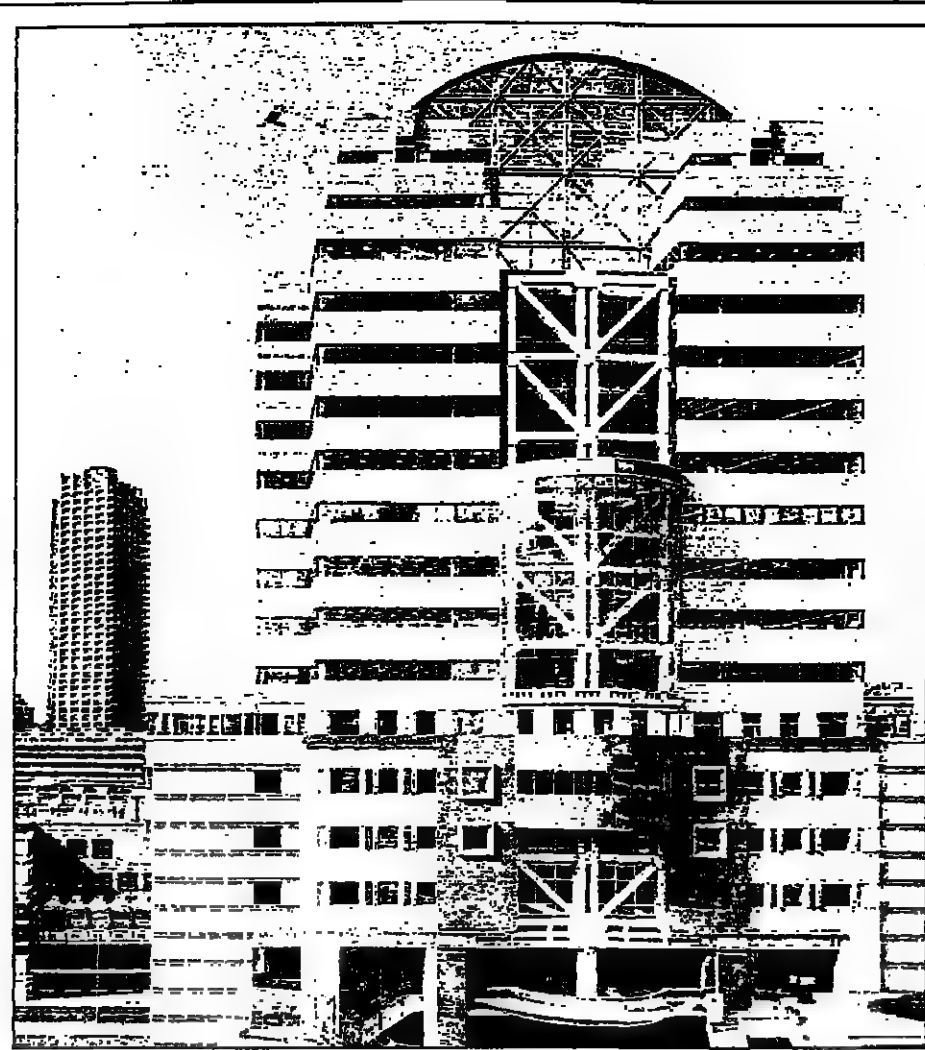
Last year's interim profit was £210,000. Operating profit up from £2.9m to £3.4m but interest charge rose from £2.7m to £3.5m.

Trading profits rose from £10.8m to £11.3m and net interest charges fell from £1.3m to £788,000. Trading conditions remain difficult.

Turnover rose from £35.95m to £52.3m. Company is confident of a satisfactory full-year result.

Last time's loss was £3,000. Turnover up from £9.2m to £15.8m, but trading profit fell from £376,000 to £346,000.

Turnover slipped from £50.5m to £47.3m. Company is extremely cautious about prospects.



Favoured choice: Alban Gate, the new City home for Chemical Bank

## US bank chooses Alban Gate

By OUR CITY STAFF

CANARY Wharf, the troubled Docklands development now being run by administrators, received a further blow yesterday when Chemical Bank, the American investment bank, announced it would not be moving to the project and was taking space in the City of London instead.

Chemical is the second prestige tenant of the development to confirm publicly that it will not be moving to Canary Wharf. American Express, the financial services group, recently said that it was taking legal steps to terminate a lease that would have seen it establish its European headquarters in Docklands.

Chemical Bank's merged operation will move into six floors of Alban Gate, the enormous Terry Farrell-designed office block built across London Wall.

The building is owned by MEPC, which said it was "delighted to have secured a tenant of the stature of Chemical Bank." The letting means that more than half of Alban Gate is now let.

## Airtours pays £16m for Pickfords travel agency chain

By JONATHAN PRYNN

NFC, the freight distribution company 45 per cent owned by its workforce and their families, has announced its biggest disposal, the £16 million sale of the Pickfords travel agency chain to Airtours.

James Watson, NFC's chairman, said yesterday he was delighted that he had found a buyer committed to developing and expanding the business. The other half of the Pickfords group, Pickfords Business Travel, was sold to Wagon Lits, the French group, for £10 million last year.

The sale will give Airtours, Britain's third largest tour operator, increased access to 333 Pickfords outlets in UK high streets. In particular, it will strengthen Airtours' presence in the huge south of England markets. The purchase makes Airtours a fully vertically integrated travel group with its own airline and retail chain.

The deal was well received in the City and Airtours shares rose 3p to 216p. The purchase is being financed from Airtours' huge cash resources.

and will be earnings-enhancing in the next financial year.

In the 18 weeks to September 5, Pickfords Travel Services made pre-tax profits of £2.9 million on commissions of £51.5 million generated from sales of £387 million. The deal will also bring £40 million of cash into Airtours, largely offset by Pickfords' trade creditor liabilities.

David Crossland, Airtours chairman, said the company would build up the Pickfords chain, concentrating on the north of England, where it is under-represented, to a level where it would rival Lunn Poly, the 520-outlet market leader. Pickfords is Britain's third biggest travel agency chain and has a 7.3 per cent share of the market.

Airtours also released an upbeat trading statement. It said that "after a difficult start to the summer 1992 season, bookings and margins over the last 8 weeks have shown a marked improvement".

Sales for the coming winter and next year's summer season are also up on the same time last year.

The fact is that no other printer this small is going to give you a bigger print area or better quality than the Fujitsu DL900 or DL1100.

Both printers handle up to 110 column width. That means either A4 landscape or A5 portrait. Pretty impressive from a machine that's significantly smaller than an A3 sheet of paper.

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Both of our models are highly reliable, extremely quiet and built to a standard you normally find only in expensive, heavy-duty printers.

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# Barratt stays to build on his success

SIR Lawrie Barratt is intent that he will serve out the full three years of his comeback at Barratt Developments, even though the latest set of figures indicate that the recovery programme is running well ahead of schedule.

He was forced to return from well-earned retirement after the company gave a warning of a collapse to losses of £100 million in 1990-91. From a reported loss of £105.9 million before tax, including £84 million of exceptional writedowns, Barratt has now swung around to a year's profit of £11.3 million after another £6.1 million of provisions.

Even healthier was the cut in borrowings, from £205 million to £71 million, representing gearing back from 93 per cent to 32 per cent. The recovery has enabled the payment of a 2.0p final and only dividend, covered 3.9 times.

The return to profitability, to the dividend list and to a gearing level below 50 per cent was to have taken two years, but has been achieved in 11 months, in time for a forecast recovery, however marginal, in the UK housing market.

The cut in borrowings was achieved mainly by £14 million of commercial property sales, an area the group expects to be out of within two years, by the sale of show homes that had been a drain on resources, and by the disposal of work-in-progress and completed stocks. No further write-downs are expected. The American opera-

tion is heading for break-even after £6.7 million of losses last year, and Barratt is out of the loss-making French business and the structure is substantially slimmed down.

Graham Foster, of Nomura, thinks £25 million before tax is achievable this year, when Barratt will enjoy a tax charge of no more than 25 per cent. The shares jumped 16p to 66p on yesterday's figures, but still change hands on little more than six times' earnings. An excellent recovery play, given progress so far.

## Laura Ashley

SOME people think that the only thing worse than being seen in a Laura Ashley dress is to have Laura Ashley wallpaper in your bedroom. Jim Maxmin, chief executive, is not one of them.

Just over a year ago, he inherited a lumbering, outdated company that had little to trade on other than a famous name and a range of swirly floral dresses and decorations. He promised to cut losses, strip out old management techniques and put the company back on the road to recovery.

His five-year plan to restore the fashion group's fortunes seems to be on course. A sharply lower interest charge and reduced expenses saw pre-tax profits advance from £528,000 to £1.7 million in the half-year to July 25. Turnover eased from £132 million to £116 million, but improved margins helped to compensate. Earnings per share were



Point of light: Sir Lawrie Barratt, who is well ahead with his recovery plan

0.4p (0.12p). Again, there is no interim dividend.

Several hundred jobs have gone and shops are planned in Europe and the Far East. The biggest question is whether the North American division, which expanded recklessly in the Eighties, can be turned around.

Attention will focus on that region in the second half, and hopes are high that profits will return in 1993. Some scepticism remains, and Barclays de Zoete Wedd has downgraded its full-year group profit forecast from £6 million to £5 million as a

precaution. And the brand? It may not be everyone's cup of tea, but customer loyalty should not be underestimated. The City likes what Mr Maxmin is doing, but will want to see how North America shapes up.

The shares, down 2p at 60p, look ludicrously overpriced on a prospective p/e of about 38 and are unlikely to see much upside for now.

## Costain

THE late return of a director from Australia delayed publication of Costain's interim

results by a few hours yesterday. The continued absence of any good news from that country threatens to have more serious consequences.

Costain now promises to give news next month of its Australian coal mining operation — the business it first planned to float, then to sell and which now, apparently, could go either way. Just when a company needed some certainty, Costain once again failed to deliver.

Realising a big lump of value from the Australian coal business is fundamental to the group's plan to cut net

debt further from its June level of £240 million and gearing from about 85 per cent of rather historic shareholders' funds. Property sales in Australia and other disposals will get borrowings heading the right way, but it is the coal mining sale that could transform the balance sheet. So to deliver neither a deal nor any clue as to the eventual proceeds could hardly encourage a sentiment.

There is certainly much to worry about. The likelihood of further write-downs against the residential land bank and more provisions against the postponed Spitalfields development mean that the £2.5 million pre-tax profit of the first half is virtually certain to become a significant loss by the year-end.

Then there is the question of what a completed sale of the Australian operation leaves behind. The £4.5 million operating profit earned by engineering and construction may not be directly comparable with last time's £14.8 million, but it is far from encouraging for what is presumably a core business, alongside a date-rather unexciting American coal operation. With commercial property in the past, that leaves the modestly loss-making 400-unit-a-year housebuilding operation to provide the gloss.

At 27p, the lack of dividend support and uncertainty over the source of future profits is fully discounted. But until some questions are answered the shares are best avoided.

## STOCK MARKET

# British Aerospace shares slump after losses

INVESTORS were left with a sour taste in their mouths by the events at British Aerospace and have begun questioning the future of the entire aerospace industry in this country. The first-half losses of £129 million and the 3,000 job losses at Hatfield, Hertfordshire, sent the BAe share price tumbling 86p to 113p as almost 30 million shares changed hands.

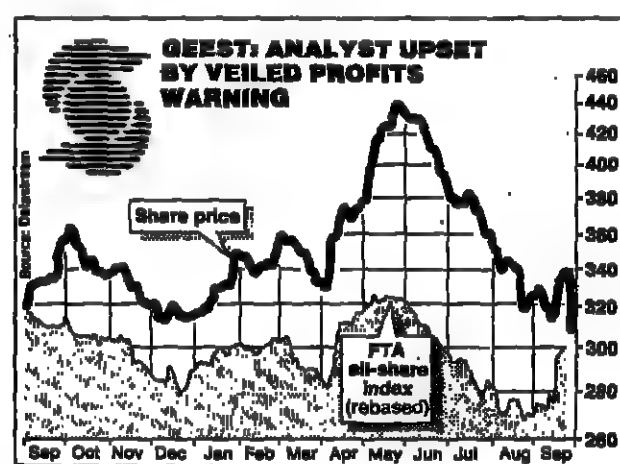
John Cahill, the chairman, who is attempting to restructure BAe, blamed the regional aircraft division for the losses. But the extent of the deficit shocked even the most pessimistic broker. The reverberations from the announcement were also being felt by other companies in the aerospace industry as investors started to take a gloomy view of prospects. Losses were seen in Lucas Industries, 11p to 90p, T&N, 5p to 152p, Rolls-Royce, 6p to 136p and Smiths Industries, 6p to 308p.

The rest of the equity market

saw some of its recent euphoria evaporate, with the news from BAe providing more evidence of just how deeply the recession had bitten. Prices failed to establish any real trend and spent another volatile session. The FT-SE 100 index saw an early lead of almost 18 points reversed by the late afternoon before closing 5.5 points lower at 2,580.5.

Turnover was another impressive 735 million shares, but there was a continued lack of retail demand. Much of the business is still being conducted between the various securities houses, which are attempting to unravel short positions built up during the summer before the pound's devaluation and cut in interest rates.

Trafalgar House, the construction group, which also includes the Cunard shipping line and the Ritz Hotel, eased 1p to 30p on the news that it has sacked BZW and appointed



UBS Phillips & Drew to act with Cazenove as joint brokers to the company. Trafalgar's chief executive, Sir Eric Parker, blamed a conflict of interests for the move.

BZW also acts for Midland & Scottish Resources, which has been in dispute with Trafalgar about the Emerald North Sea oil platform since

Trafalgar's acquisition of Davy Corporation in 1991.

Scottish & Newcastle, the drinks and leisure group, jumped 10p to 422p on hopes of some good news on the trading front soon. The group is taking a party of analysts to visit its Center Parc operation in France. It is hoped that the group will have some encour-

aging news about trading prospects. S&N recently indicated that the Center Parc side was feeling the effects of the fall in consumer spending. Geest, the importer of bananas, tumbled 36p to 302p after issuing a veiled profits warning with its half-year figures. Exceptionally weak produce prices during the third quarter were now affecting the group. Pre-tax profits were up 2 per cent to £15.4 million.

Williams Holdings fell 14p to 27p amid mounting speculation that the group was about to ask shareholders for funds to help finance its next acquisition. Whispers in the market claim that Williams is interested in buying Thorn EMI's industrial division, including its lighting operation. Brokers say the asking price is likely to be about £400 million.

Amstrad, the consumer electronics group, finished 3p firmer at 28p, unimpressed with Alan Sugar's plans to

take the company private again. Mr Sugar, who owns 35 per cent of the group, is contemplating offering 30p a share, giving Amstrad a price-tag of around £170 million. Four years ago it was valued at more than £1 billion. But figures due next month are expected to reveal large losses and a question mark hangs over the dividend.

Costain, the construction group, eased 2p to 27p after seeing interim pre-tax profits drop from £5.7 million to £2.5 million. The group warned there was no sign of a pick-up in the second half.

But it was better news from Barratt Developments, the housebuilder, with the group returning to the black with pre-tax profits of £11.3 million against a loss for the corresponding period of £106 million. The group also returned to the dividend list with a 2p payment.

MICHAEL CLARK

# GM opens German plant to rival Japan

FROM REUTERS IN EISENACH, GERMANY

ADAM Opel AG, a subsidiary of General Motors (GM), the American automotive company, has opened a car plant in Europe to meet the challenge of Japanese competition. The plant, at Eisenach, south east of Kassel, employs Japanese-style production methods and will produce 150,000 cars a year from 1993, the same rate as rival Japanese plants.

Louis Hughes, GM Europe president, said trade barriers in the European Community were the wrong answer to Japanese competition. "Instead, we want to train hard and work hard to remain competitive," he said.

The DM1 billion plant is one of the biggest investments in former East Germany, where unemployment is 40 per cent following the collapse of old communist industries. Opel was the first western car

maker to clinch a production deal in eastern Germany. It signed a co-operation agreement with the old Wartburg car plant in the last week of communist rule in March 1990. The plant in Eisenach closed last year with the loss of 10,000 jobs. The new Opel factory there aims to break even by 1995. Its 2,000 workers are organised into production teams with responsibility for quality, plant maintenance and materials management.

The plant, producing Astra and compact Corsa models, makes a car in about 20 hours, quicker than Japanese plants in Europe and America but still slightly slower than factories in Japan. GM forecast that Japanese producers will raise their European car sales by 50 per cent to 2.4 million a year from 1999, compared with 1991 levels.

## MAJOR CHANGES

RISES:		
SG Warburg	530p (+18p)	
Standard Chart	449p (+13p)	
Allied-Lyons	647p (+11p)	
Bass	587p (+12p)	
Grand Met	455p (+18p)	
Scol & New	421p (+9p)	
Whitbread 'A'	447p (+11p)	
Barratt Devs	67p (+17p)	
Brake Bros	384p (+14p)	
Booker	392p (+10p)	
Antours	223p (+10p)	
First Leisure	283p (+17p)	
Thomson Corp	655p (+10p)	
Travis Perkins	144p (+11p)	
Sage Group	384p (+11p)	
FALLS:		
SA Breweries	778p (-12p)	
Euro Disney	843p (-12p)	
British Aerospace	113p (-86p)	
FR Group	184p (-12p)	

Closing Prices Page 23

## RECENT ISSUES

Birkby (100)	94	+2
Broadgate Inv Trust (100)	95	...
Broadgate Warrants	33	...
Dartmoor Inv Trst Wts	12	...
Dwyer A	19	...
Euro Smaller Co's	81	...
Euro Smaller Wts	19	...
Finbury Smr Co Ptf	149	...
Shireson	495	...
TR Tech Units	1700	...
Throg 1000 Smr Co Wts	12	+1
Yorkshire TV Wts	13	...

RIGHTS ISSUES

Bibby J N P (115)	...
Embassy Property N P (5)	...

# New York blue chips slip in early trading

New York — Shares eased in morning trading after a small opening rise as traders reassessed the prospects for profits and the frenzied currency dealings and found little reason to buy. The Dow Jones industrial average slipped 3.85 points to 3,277.

□ Melbourne — Demand for put options, combined with anxiety about the Maastricht treaty and global markets, caused prices to close sharply lower. The all-ordinaries index lost 15.8 points at 1,505.

□ Hong Kong — Prices slid on word that a Communist Party congress might delay Governor Chris Patten's visit to Peking, but late bargain-hunting won back some ground. Mr Patten confirmed the postponement of the visit after the market closed. The blue-chip Hang Seng index closed at 5,712.64, a loss of 27.54 points, on a thin turn-

over of HK\$1.65 billion (£125 million).

□ Frankfurt — Shares ended slightly higher, with a myriad of rumours linked to the turmoil in foreign exchange markets dominating trading. The Dax index ended 7.49 points higher at 1,557.83 — but below a high for the day of 1,563.55 — in the face of the growing fears about the future of the European monetary system.

□ Singapore — Prices closed mostly unchanged in quiet trading, with the bulk of activity focused on companies linked to Malaysia's Magnum Corp. The Straits Times industrial index firmed by 0.25 of a point to 1,330.06 on a volume of 38.56 million shares, against 29.09 million shares on Tuesday.

□ Tokyo — The stock market was closed for a national holiday. (Reuters)

## WALL STREET

Sept 23	Sept 22	Sept 21	Sept 20	Sept 19
midday	midday	midday	midday	midday
AMEX 100	60.00	59.00	58.00	57.00
AMEX 200	59.00	58.00	57.00	56.00
AMEX 300	58.00	57.00	56.00	55.00
AMEX 400	57.00	56.00	55.00	54.00
AMEX 500	56.00	55.00	54.00	53.00
AMEX 600	55.00	54.00	53.00	52.00
AMEX 700	54.00	53.00	52.00	51.00
AMEX 800	53.00	52.00	51.00	50.00
AMEX 900	52.00	51.00	50.00	49.00
AMEX 1000	51.00	50.00	49.00	48.00
AMEX 1100	50.00	49.00	48.00	47.00
AMEX 1200	49.00	48.00	47.00	46.00
AMEX 1300	48.00	47.00	46.00	45.00
AMEX 1400	47.00	46.00	45.00	44.00
AMEX 1500	46.00	45.00	44.00	43.00
AMEX 1600	45.00	44.00	43.00	42.00
AMEX 1700	44.00	43.00	42.00	41.00
AMEX 1800	43.00	42.00	41.00	40.00
AMEX 1900	42.00	41.00	40.00	39.00
AMEX 2000	41.00	40.00	39.00	38.00
AMEX 2100	40.00	39.00	38.00	37.00
AMEX 2200	39.00	38.00	37.00	36.00
AMEX 2300	38.00	37.00	36.00	35.00
AMEX 2400	37.00	36.00	35.00	34.00
AMEX 2500	36.00	35.00	34.00	33.00
AMEX 2600	35.00	34.00	33.00	32.00
AMEX 2700	34.00	33.00	32.00	31.00
AMEX 2800	33.00	32.00	31.00	30.00
AMEX 2900	32.00	31.00	30.00	29.00
AMEX 3000	31.00	30.00	29.00	28.00
AMEX 3100	30.00	29.00	28.00	27.00
AMEX 3200	29.00	28.00	27.00	26.00
AMEX 3300	28.00	27.00	26.00	25.00
AMEX 3400	27.00	26.00	25.00	24.00
AMEX 3500	26.00	25.00	24.00	23.00
AMEX 3600	25.00	24.00	23.00	22.00
AMEX 3700	24.00	23.00	22.00	21.00
AMEX 3800	23.00	22.00	21.00	20.00
AMEX 3900	22.00	21.00	20.00	19.00
AMEX 4000	21.00	20.00	19.00	18.00
AMEX 4100	20.00	19.00	18.00	17.00
AMEX 4200	19.00	18.00	17.00	16.00
AMEX 4300	18.00	17.00	16.00	15.00
AMEX 4400	17.00	16.00	15.00	14.00
AMEX 4500	16.00	15.00	14.00	13.00
AMEX 4600	15.00	14.00	13.00	12.00
AMEX 4700	14.00	13.00	12.00	11.00
AMEX 4800	13.00	12.00	11.00	10.00
AMEX 4900	12.00	11.00	10.00	9.00
AMEX 5000	11.00	10.00	9.00	8.00
AMEX 5100	10.00	9.00	8.00	7.00
AMEX 5200	9.00	8.00	7.00	6.00
AMEX 5300	8.00	7.00	6.00	5.00
AMEX 5400	7.00	6.00	5.00	4.00
AMEX 5500	6.00	5.00	4.00	3.00
AMEX 5600	5.00	4.00	3.00	2.00
AMEX 5700	4.00	3.00	2.00	1.00
AMEX 5800	3.00	2.00	1.00	0.00
AMEX 5900	2.00	1.00	0.00	-1.00
AMEX 6000	1.00	0.00	-1.00	-2.00
AMEX 6100	0.00	-1.00	-2.00	-3.00
AMEX 6200	-1.00	-2.00	-3.00	-4.00
AMEX 6300	-2.00	-3.00	-4.00	-5.00
AMEX 6400	-3.00	-4.00	-5.00	-6.00
AMEX 6500	-4.00	-5.00	-6.00	-7.00
AMEX 6600	-5.00	-6.00	-7.00	-8.00
AMEX 6700	-6.00	-7.00	-8.00	-9.00
AMEX 6800	-7.00	-8.00	-9.00	-10.00
AMEX 6900	-8.00	-9.00	-10.00	-11.00
AMEX 7000	-9.00	-10.00	-11.00	-12.00
AMEX 7100	-10.00	-11.00	-12.00	-13.00
AMEX 7200	-11.00	-12.00	-13.00	-14.00
AMEX 7300	-12.00	-13.00	-14.00	-15.00
AMEX 7400	-13.00	-14.00	-15.00	-16.00
AMEX 7500	-14.00	-15.00	-16.00	-17.00
AMEX 7600	-15.00	-16.00	-17.00	-18.00
AMEX 7700	-16.00	-17.00	-18.00	-19.00
AMEX 7800	-17.00	-18.00	-19.00	-20.00
AMEX 7900	-18.00	-19.00	-20.00	-21.00
AMEX 8000	-19.00	-20.00	-21.00	-22.00
AMEX 8100	-20.00	-21.00	-22.00	-23.00
AMEX 8200	-21.00	-22.00	-23.00	-24.00
AMEX 8300	-22.00	-23.00	-24.00	-25.00
AMEX 8400	-23.00	-24.00	-25.00	-26.00
AMEX 8500	-24.00	-25.00	-26.00	-27.00
AMEX 8600	-25.00	-26.00	-27.00	-28.00
AMEX 8700	-26.00	-27.00	-28.00	-29.00
AMEX 8800	-27.00	-28.00	-29.00	-30.00
AMEX 8900	-28.00	-29.00	-30.00	-31.00
AMEX 9000	-29.00	-30.00	-31.00	-32.00
AMEX 9100	-30.00	-31.00	-32.00	-33.00
AMEX 9200	-31.00	-32.00	-33.00	-34.00
AMEX 9300	-32.00	-33.00	-34.00	-35.00
AMEX 9400	-33.00	-34.00	-35.00	-36.00
AMEX 9500	-34.00	-35.00	-36.00	-37.00
AMEX 9600	-35.00	-36.00	-37.00	-38.00
AMEX 9700	-36.00	-37.00	-38.00	-39.00
AMEX 9800	-37.00	-38.00	-39.00	-40.00
AMEX 9900	-38.00	-39.00	-40.00	-41.00
AMEX 10000	-39.00	-40.00	-41.00	-42.00
AMEX 10100	-40.00	-41.00	-42.00	-43.00
AMEX 10200	-41.00	-42.00	-43.00	-44.00
AMEX 10300	-42.00	-43.00	-44.00	-45.00
AMEX 10400	-43.00	-44.00	-45.00	-46.00
AMEX 10500	-44.00	-45.00	-46.00	-47.00
AMEX 10600	-45.00	-46.00	-47.00	-48.00
AMEX 10700	-46.00	-47.00	-48.00	-49.00
AMEX 10800	-47.00	-48.00	-49.00	-50.00
AMEX 10900	-48.00	-49.00	-50.00	-51.00
AMEX 11000	-49.00	-50.00	-51.00	-52.00
AMEX 11100	-50.00	-51.00	-52.00	-53.00
AMEX 11200	-51.00	-52.00	-53.00	-54.00
AMEX 11300	-52.00	-53.00	-54.00	-55.00
AMEX 11400	-53.00	-54.00	-55.00	-56.00
AMEX 11500	-54.00	-55.00	-56.00	-57.00
AMEX 11600	-55.00	-56.00	-57.00	-58.00
AMEX 11700	-56.00	-57.00	-58.00	-59.00
AMEX 11800	-57.00	-58.00	-59.00	-60.00
AMEX 11900	-58.00	-59.00	-60.00	-61.00
AMEX 12000	-59.00	-60.00	-61.00	-62.00
AMEX 12100	-60.00	-61.00	-62.00	-63.00
AMEX 12200	-61.00	-62.00	-63.00	-64.00
AMEX 12300	-62.00	-63.00	-64.00	-65.00
AMEX 12400	-63.00	-64.00	-65.00	-66.00
AMEX 12500	-64.00	-65.00	-66.00	-67.00
AMEX 12600	-65.00	-66.00	-67.00	-68.00
AMEX 12700	-66.00	-67.00	-68.00	-69.00
AMEX 12800	-67.00	-68.00	-69.00	-70.00
AMEX 12900	-68.00	-69.00	-70.00	-71.00
AMEX 13000	-69.00	-70.00	-71.00	-72.00
AMEX 13100	-70.00	-71.00	-72.00	-73.00
AMEX 13200	-71.00	-72.00	-73.00	-74.00
AMEX 13300	-72.00	-73.00	-74.00	-75.00
AMEX 13400	-73.00	-74.00	-75.00	-76.00
AMEX 13500	-74.00	-75.00	-76.00	-77.00
AMEX 13600	-75.00	-76.00	-77.00	-78.00
AMEX 13700	-76.00	-77.00	-78.00	-79.00
AMEX 13800	-77.00	-78.00	-79.00	-80.00
AMEX 13900	-78.00	-79.00	-80.00	-81.00
AMEX 14000	-79.00	-80.00	-81.00	-82.00
AMEX 14100	-80.00	-81.00	-82.00	-83.00
AMEX 14200	-81.00	-82.00	-83.00	-84.00
AMEX 14300	-82.00	-83.00	-84.00	-85.00
AMEX 14400	-83.00	-84.00	-85.00	-86.00
AMEX 14500	-84.00	-85.00	-86.00	-87.00
AMEX 14600	-85.00	-86.00	-87.00	-88.00
AMEX 14700	-86.00	-87.00	-88.00	-89.00
AMEX 14800	-87.00	-88.00	-89.00	-90.00
AMEX 14900	-88.00	-89.00	-90.00	-91.00
AMEX 15000	-89.00	-90.00	-91.00	-92.00
AMEX 15100	-90.00	-91.00	-92.00	-93.00
AMEX 15200	-91.00	-92.00	-93.00	-94.00
AMEX 15300	-92.00	-93.00	-94.00	-95.00
AMEX 15400	-93.00	-94.00	-95.00	-96.00
AMEX 15500	-94.00	-95.00	-96.00	-97.00
AMEX 15600	-95.00	-96.00	-97.00	-98.00
AMEX 15700	-96.00	-97.00	-98.00	-99.00
AMEX 15800	-97.00	-98.00	-99.00	-100.00
AMEX 15900	-98.00	-99.00	-100.00	-101.00
AMEX 16000	-99.00	-100.00	-101.00	-102.00
AMEX 16100	-100.00	-101.00	-102.00	-103.00
AMEX 16200	-101.00	-102.00	-103.00	-104.00
AMEX 16300	-102.00	-103.00	-104.00	-105.00
AMEX 16400	-103.00	-104.00	-105.00	-106.00
AMEX 16500	-104.00	-105.00	-106.00	-107.00
AMEX 16600	-105.00	-106.00	-107.00	-108.00
AMEX 16700	-106.00	-107.00	-108.00	-109.00
AMEX 16800	-107.00	-108.00	-109.00	-110.00
AMEX 16900	-108.00	-109.00	-110.00	-111.00
AMEX 17000	-109.00	-110.00	-111.00	-112.00
AMEX 17100	-110.00	-111.00	-112.00	-113.00
AMEX 17200	-111.00	-112.00	-113.00	-114.00
AMEX 17300	-112.00	-113.00	-114.00	-115.00
AMEX 17400	-113.00	-114.00	-115.00	-116.00
AMEX 17500	-114.00	-115.00	-116.00	-117.00
AMEX 17600	-115.00	-116.00	-117.00	-118.00
AMEX 17700	-116.00	-117.00	-118.00	-119.00
AMEX 17800	-117.00	-118.00	-119.00	-120.00
AMEX 17900	-118.00	-119.00	-120.00	-121.00
AMEX 18000	-119.00	-120.00	-121.00	-122.00
AMEX 18100	-120.00	-121.00	-122.00	-123.00
AMEX 18200	-121.00	-122.00	-123.00	-124.00
AMEX 18300	-122.00	-123.00	-124.00	-125.00
AMEX 18400	-123.00	-124.00	-125.00	-126.00
AMEX 18500	-124.00	-125.00	-126.00	-127.00
AMEX 18600	-125.00	-126.00	-127.00	-128.00
AMEX 18700	-126.00	-127.00	-128.00	-129.00
AMEX 18800	-127.00	-128.00	-129.00	-130.00
AMEX 18900	-128.00	-129.00	-130.00	-131.00
AMEX 19000	-129.00	-130.00	-131.00	-132.00
AMEX 19100	-130.00	-131.00	-132.00	-133.00
AMEX 19200	-131.00	-132.00	-133.00	-134.00
AMEX 19300	-132.00	-133.00	-134.00	-135.00
AMEX 19400	-133.00	-134.00	-135.00	-136.00
AMEX 19500	-134.00	-135.00	-136.00	-137.00
AMEX 19600	-135.00	-136.00	-137.00	-138.00
AMEX 19700	-136.00	-137.00	-138.00	-139.00
AMEX 19800	-137.00	-138.00	-139.00	-140.00
AMEX 19900	-138.00	-139.00	-140.00	-141.00
AMEX 20000	-139.00	-140.00	-141.00	-142.00
AMEX 20100	-140.00	-141.00	-142.00	-143.00
AMEX 20200	-141.00	-142.00	-143.00	-144.00
AMEX 20300	-142.00	-143.00	-144.00	-145.00
AMEX 20400	-143.00	-144.00	-145.00	-146.00
AMEX 20500	-144.00	-145.00	-146.00	-147.00
AMEX 20600	-145.00	-146.00	-147.00	-148.00
AMEX 20700	-146.00	-147.00	-148.00	-149.00
AMEX 20800	-147.00	-148.00	-149.00	-150.00
AMEX 20900	-148.00	-149.00	-150.00	-151.00
AMEX 21000	-149.00	-150.00	-151.00	-152.00
AMEX 21100	-150.00	-151.00	-152.00	-153.00
AMEX 21200	-151.00	-152.00	-153.00	-154.00
AMEX 21300	-152.00	-153.00	-154.00	-155.00
AMEX 21400	-153.00	-154.00	-155.00	-156.00
AMEX 21500	-154.00	-155.00	-156.00	-157.00



## Sweet nothings from Mr Sugar

Andrew Lloyd-Webber, Richard Branson, Asil Nadir and now Alan Sugar. All these misunderstood would-be buyers of shares previously sold to the public thought their companies were wonderful but not appreciated by City investors. Some proved more wonderful than others. They had something else in common. All depended on one man, who did things his way, played his cards close to his chest and did not wish to explain every nuance to his fellow shareholders, let alone unimaginative analysts. Investors should have had faith and if they did not, that was their problem.

How serious Mr Sugar is about making a bid for the two thirds of Amstrad he does not own cannot be judged unless and until he finds the finance he has been seeking, perhaps setting off recent City wine-bar speculation, and makes a formal bid. The City lost faith after he sold a slice of his stake in March last year at 79p. Amstrad shares finished 1991 at about a third of that level. The company is now expected to report a loss of about £75 million in a fortnight's time.

According to the company, Mr Sugar is considering a bid of 30p per share, near the average market price this year, which has been as heavily depressed by loss of faith in the enthusiastic saviour of Tottenham Hotspur as by the trading difficulties brought by recession and the cut-throat competition in personal computers. That led Amstrad to write off large quantities of stock, leaving it with cash equivalent to most of its stock market value but an otherwise uncertain future. One message may be that Mr Sugar aims to make as astute a deal now as he did last year. Outside shareholders are likely to ignore such a message or a bid at such a level. Many in the City reckon Amstrad should go private since Mr Sugar's trading abilities cannot be valued by conventional tests and it is unclear what he is trying to achieve for shareholders. As director of a public company, his duty is to earn shareholders a higher share price, not to make easy gestures.

## On your marks

Schemes for a mini-currency union among some continental countries are becoming as common as gurus. Some ingenious lateral thinking must be going on if Karl Otto Pöhl, the long-standing former Bundesbank president, envisages his former domain being quickly abolished in favour of a joint — though surely not European — central bank. There are plenty of precedents for fixing currencies, if political face is not paramount. Hong Kong tied its currency to the American dollar, its biggest trading currency, and has stuck to this at the cost of many, sometimes uncomfortable, internal adjustments to big brother — most recently living with unwanted high inflation. Belgium and Luxembourg have a single currency, effectively run by the Belgians, in a union of the kind unwound by the Irish Republic when it joined the ERM ahead of Britain, and more recently by most of the countries emerging from the former Soviet Union.

Of more immediate interest are the Belgian and Austrian models. The schilling is firmly fixed to the mark, rather as if it had reached stage three of EMU, with its nominally independent central bank essentially taking orders from the head office in Frankfurt.

Belgium has unofficially kept to a fluctuation margin of about 0.5 per cent against the mark, a strategy theoretically vulnerable to speculation but which has so far survived most of the ERM's current test to destruction. Surely neither model would be politically acceptable to France. Perhaps the first step in Herr Pöhl's plan would be for the Bundesbank to invite its neighbours to be represented on its ruling council.

# Bae offloads regional jets in hope of becoming light enough to fly

George Sivell and Michael Tate trace how British Aerospace came to set aside £750 million for the restructuring of its business

John Cahill, the chairman of British Aerospace, arrived at his desk for the first time on May 1 of this year knowing the regional jets business faced problems. "But I did not know when I came in it was as big as this," he said yesterday, after disclosing a provision of £750 million to staunch the losses from regional aircraft business and stop the division eating up the group's valuable defence profits.

Mr Cahill said that British Aerospace was aware of a problem with regional aircraft "but I do not think they knew how big it was because it was jumbled up with Airbus".

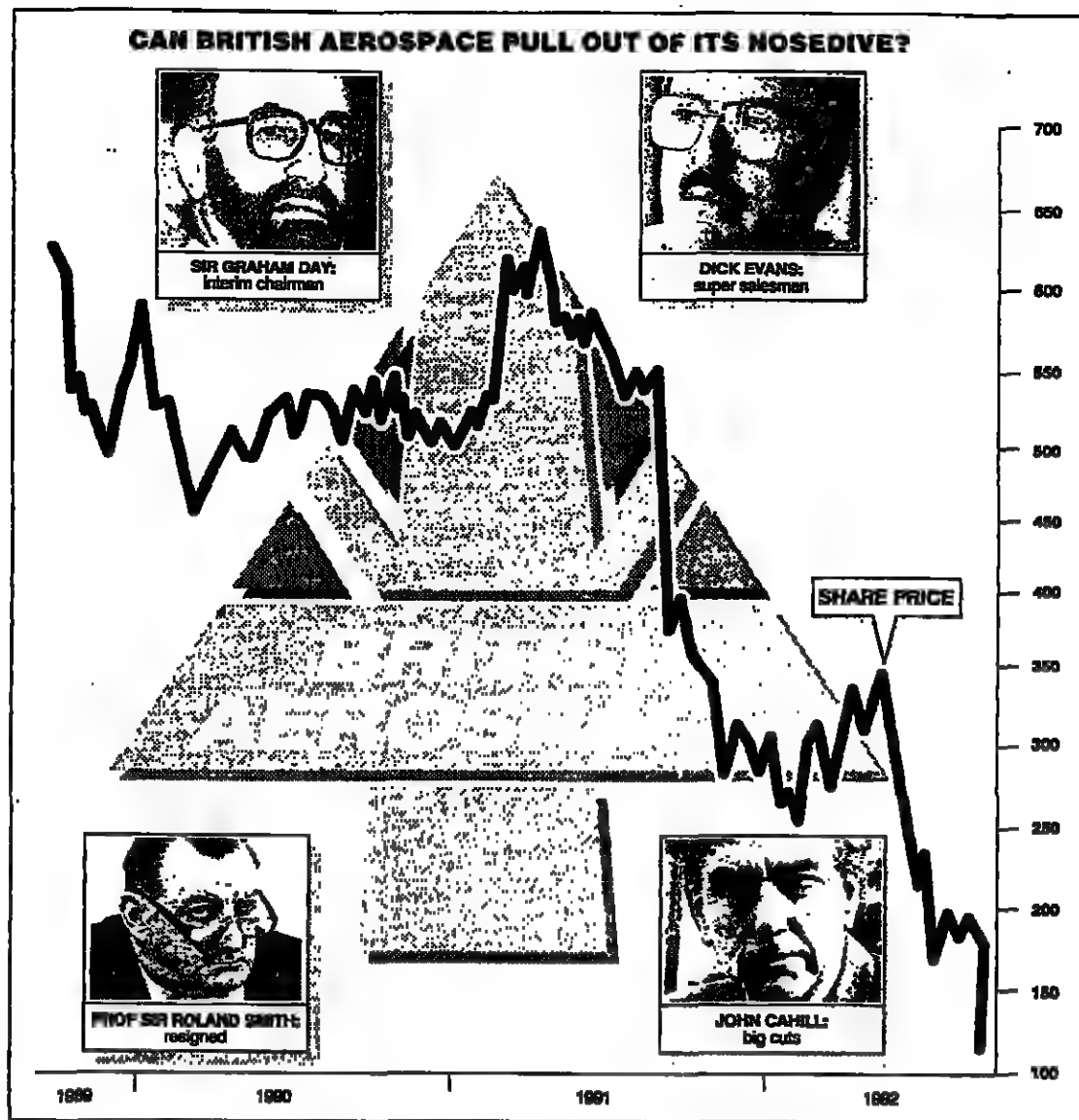
For every pound that defence made, Mr Cahill said that regional aircraft were mopping up no less than 90p. "We clearly could not allow this to go on. Defence is the core of British Aerospace," he said. When first approached about the British Aerospace job, Mr Cahill spent five hours boning up on the company over cuttings from an American press agency in preparation for a working breakfast with Dick Evans, the British Aerospace chief executive. He spoke to two of the City's legion of analysts who follow BAE and bought shares at 357p.

On yesterday's 86p plunge to 113p, Mr Cahill said he was going to buy more to average out his purchase cost. Indeed, he spoke of a "positive fall out". Stripped of regional aircraft the rest of BAE should generate cash next year.

But the chairman and Richard Laphorne, the new finance director, feel they have merely speeded up British Aerospace along a flight path which had already been selected. Mr Cahill cited "the first law of inertia: nothing happens until someone does something". But because the £750 million restructuring cost will wipe out the company's reserves he is anxious to speed up the cuts to restore the balance sheet. He said: "We are trying to find a typewriter for the money going through the company to make it stick."

Mr Cahill took over the reins after one of the most turbulent periods in BAE's history. A year ago, Sir Roland Smith, the former chairman, paid the price of delivering a nasty surprise to the City and was forced to resign. The surprise came in the shape of a rights issue to shore up a badly holed balance sheet when leading analysts were expecting a confident interim statement showing that the group was on course for full-year profits of £300 million. Instead, the rights issue announcement made it clear that losses might be well over £100 million at the year end.

The funding raised many doubts about the company, its financial controls, its underlying trading position and the quality of its most senior



management. At least one possible explanation for what went wrong in the weeks leading up to the rights issue was that trading had deteriorated sharply and the company was urgently in need of cash. Some analysts were convinced the company downgraded its own profit expectations substantially just days before the rights issue was announced.

Another fear in the City was that the board was sharply divided over the future direction of the company. There were reports of approaches to Trafalgar House and other companies with the support of some board members but with stiff opposition from others.

Despite a heroic effort by the board, minus Professor Smith, to save this issue, it was cold shouldered by the City. BAE got its cash thanks to the underwriters, but its image had never been worse. During the search for a man to replace the professor, led by caretaker chief Sir Graham Day, investors became even more critical of BAE. It became clear that finances had become appallingly stretched. Almost every operation was being badly hit by recession. Rover, operating in an increasingly tough market ran into losses despite a new policy of targeting profit rather than market share. The Arlington property division, the most widely criticised purchase dur-

ing Professor Smith's reign, was also having problems. The small profits from corporate jets were dwarfed by losses on the regional jets. Airbus is a long term strategy and moving out of losses only slowly. The jewel in the BAE crown was its original defence activities now targeted as the heart of the business for the future.

After a great deal of weighing up alternatives, Mr Cahill has devised his own blueprint for the future. Only one detail of BAE's original intentions has changed. The company will hang on to the corporate jet business that was previously up for sale. "It is not true we could not sell it. We could have got a good price for it," he said.

Along with Airbus and the hugely successful defence interests, the BAE 125 executive jet will be at the core of British Aerospace in five years time under Mr Cahill's vision. Surprisingly, bearing in mind his reputation from BTR as an out-and-out cost cutter, Arlington property and Rover cars could still be there too. The immediate plan is to extract value from Arlington for two or three years, when there should be the option of floating it on the stock market.

Similarly, Rover forms part of the group's intermediate future. Mr Cahill believes "Rover will come back sharply when the market turns". In

the longer term it could easily be sold. At the moment BAE believes the car market has only one way to go — up. Mr Cahill is determined BAE would not be seen as a forced seller of any of its assets. In any event, Rover cannot be sold until August 1993 because of government restrictions imposed at the time BAE took it over in 1988, in what was seen as a controversially cheap deal.

Yesterday's upheaval means the end of aircraft manufacture at Hatfield in Hertfordshire, home of such landmark developments in the aerospace world as the de Havilland, Mosquito, the Comet and the Trident. But it could also bring a boost to Scotland. British Aerospace is applying for a grant to transfer production of its advanced turbo prop aircraft (ATP) to Prestwick which could result in an increase of jobs there from 2,500 to more than 3,000. Fittingly, the ATP is used solely in Scotland — by Loganair and BA on the small but socially vital routes in the Highlands and Islands. The ATP is claimed to run at a profit even if only one fifth of the seats are filled.

Mr Cahill took great pains yesterday, however, to emphasise how difficult the decisions had been to put the regional aircraft business into a joint venture, make the huge provision, and yet still pay a dividend. "It would have been much easier for us

to have shut regional aircraft down lock, stock and barrel, and to have saved our cash and not paid a dividend." "We could have said stuff the jobs and stuff the exports."

He is aware of the impact of shutting completely the regional aircraft business. It makes the BAE 146 jet and employs 7,000. British Aerospace estimates that a further 20,000 jobs at suppliers could have gone if the business had been closed. But if the joint venture collapses those jobs could still go.

The chilling possibility of a shut-down has been provided for in the £750 million set aside. Mr Cahill explained: "£750 million assumes the worst case. If the joint venture did not happen we would have to go on to another solution which would really have to be closure."

Taiwan, however, should find the joint venture useful. It will assemble one third of the planes planned to be built, plus any surplus. There are high orders from Asia. Mr Cahill said: "We have a very strong impression that the Peoples Republic of China does not object — we did talk to them."

It would be a pity if the BAE 146 was lost forever. It started life as the Hawker Siddeley 146 and evolved the old BAC 1-11 off the production lines when the British Aircraft Corporation was formed in the late seventies as a result of the nationalisation.

Although British Aerospace was plainly in rationalisation mode yesterday it is keen on going it alone with the European Fighter Aircraft if the Germans finally pull out. "We need to defend ourselves," Mr Evans said. "Like death and taxes, defence will always be with us."

The company believes EFA will work because if the European partners pull out now they will have still donated huge costs to the project. With the plane close to flying most of the costs are in the past.

Similarly BAE remains optimistic. If not secretive, about the Al Yamamah contracts with Saudi Arabia. Yesterday, the company merely said it "was perfectly happy with the way discussions continue."

Though John Cahill and his most senior colleagues have honed a strategy for the future in a remarkably short time, its first outing before the analysts and professional investors of the City has not been a success.

The dramatic fall in the group's shares yesterday was triggered by the sheer scale of the problems at regional aircraft and the severity of the measures needed to tackle them. The clear implication is that other financial horrors may lurk within what has always been an extremely complex company for investors to understand.

Whatever else happens, one man is undoubtedly prepared to make the effort to untangle the significance of yesterday's announcements. Lord Weinstock has already expressed willingness to be part of a solution. Today, he must be even more willing. With the whole of BAE worth little more than £400 million, he may now be able to buy a prime slice of Britain's defence industry for peanuts.

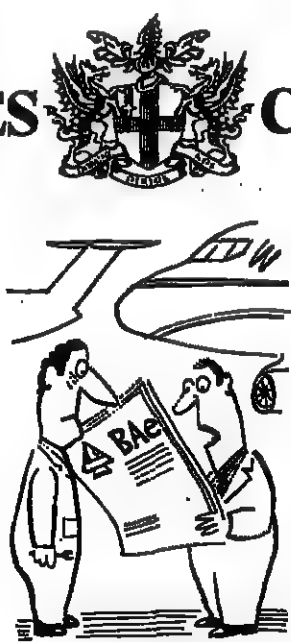
## THE TIMES CITY DIARY

### UBS drops Random action

UBS Phillips & Drew has dropped its legal action against Random Century, the publisher of Terry Smith's book, *Accounting for Growth*, but not against Smith himself. According to sources within the company, UBS feels it has no quarrel with the publisher since it co-operated fully with UBS's request that his name be removed from the cover. As far as Smith is concerned, however, UBS is adamant that it does still have a case, in terms of breach of contract, breach of copyright and passing off. Smith, while stopping short of accusing his former employer of harbouring a personal vendetta against him, nevertheless says: "It's very odd. I would say that in terms of breach of copyright and passing off, they have the same course of action open to them, against both me and the publisher." The on-going battle between Smith and UBS should give him plenty to talk about at a one-day conference, on October 29, chaired by Gillian O'Connor, *Investor's Chronicle* editor, and organised by Westminster Management Consultants. Delegates are being asked to pay a fee of up to £311 — "I'm not being paid anything," says Smith, now technically unemployed — and the conference is entitled "Accounting for Growth: Beyond the Book."

### Into leathers

ALTHOUGH this week's one percentage point base rate cut has improved corporate senti-



"... The search for survivors continues"

ment. Everybody thought it was an ideal excuse," he added.

### Owen's challenge

THE high-profile adventures of Robert Owen, a Japanese equity salesman, have clearly done his job prospects no harm. Owen, 27, returned from a Scott-style trip across the Arctic island of Svalbard in January last year with frost-bitten toes. Now, after resigning from Wako Securities, a Japanese firm, last week so that he can accept a job offer from Schroders, he has hatched up a plan to use the interim leisure time by climbing Mount Aconcagua in Argentina, at 24,000 ft the highest mountain outside Asia. Owen's 22-day expedition, due to start in ten days and paid for by his own savings, has the full blessing of his new employer. So much so that Michael Law, his new boss, has agreed that Schroders will match-fund money raised by Owen for Care, the charity at present attempting to feed 1.5 million people in Somalia. Owen's intended method of raising funds is for companies to supply him with their products or logos, so that they can be photographed atop the mountain, in return for a generous donation. "I am being accompanied by a professional agency photographer, Jeremy Beasley, and my only hope is that the things people want to see to photograph are reasonably portable," says Owen, who is due to start at Schroders on November 2.

CAROL LEONARD

### Business rate and hardship relief

From Mr Alan Skelton  
Sir, I wonder how many of your readers who own small businesses are aware that in cases of hardship it may be possible to gain relief from the burden of uniform business rates?

As a director of a small business about to become a casualty of the recession, we have been advised by our auditors that under "Section 49, Local Government and Finance Act 1988 — Hardship" we are able to claim relief from UBR if we can show our losses lead to hardship. Although we requested relief from our local council, Lambeth, in January, April and June, they did not bring to our attention the relief available. After discussion with a Lambeth council officer, it appears they do not

make public their ability to grant relief so that they do not have to give local authority money away. However, 75 per cent of this relief is provided by central government and so it seems a small price to pay for the saving in jobs and in the misery caused.

Although it is probably too late for this company to benefit, I suggest that all small businesses suffering hardship make applications to their local authorities for assistance. Hopefully, this letter may help at least some companies survive this dreadful recession and live to fight another day. Yours faithfully, ALAN SKELTON (Managing Director), Soapy Joes, 8 Eastmead Road, West Dulwich, SE21.

### Spreading the misery is no answer at Lloyd's

From Mr Nicolas Mellersh  
Sir, Your headline "Lloyd's near to creating aid scheme for names" (Business Times, September 15) was really rather misleading. As the opening sentence of Jonathan Prym's story made clear, all that is happening is that a structure may be created to look at ways of providing relief for hard-hit names — a very different thing. As a name with losses approaching six figures, I didn't know whether to laugh or cry at this prospect. Are my losses so (relatively) small that I shall be called upon to bail out those who have lost more than me, or do I qualify for a handout myself? If the latter, who is going to provide it?

The problem with all these marvellous schemes is finding someone who is going to provide the money, and whichever way you look, the

answer always turns out to be other names. Equal misery for all has never been a vote-winning slogan. The proposal as described also holds out the worrying prospect of Lloyd's itself giving some form of credibility to the self-appointed leaders of these so-called action groups.

I have every confidence that the forthcoming series of legal actions by Lloyd's own version of the militant tendency will be resoundingly defeated, after which perhaps the market can be allowed to get on with its job of profitable underwriting. Yours faithfully, NICOLAS MELLERSH, 47 Quarrendon Street, London, SW6.

Letters to The Times Business and Finance section can be sent by fax on 071-762 5112.

### Britain plc the markets await you

From Mr Michael J. Barrett  
Sir, Thank goodness Lamont and Major were forced to come to their senses and were made to realise that a "growing" British industry is vastly more important, and feasible, than zero inflation.

Imported goods will now become more expensive and lead to the regeneration of British manufacturing, not massive inflation as the government feared. Lower interest rates will increase both consumer and business confidence, and this matters to most people much more than low inflation. If I, a communication analyst, found the government's economic policy totally incomprehensible, what chance the man on Finchley high street? Despite being a staunch

### Beam and gloom

From Mrs Pauline Graham  
Sir, Could we please have suitably sombre photographs of chief executive officers who announce lower profits? The juxtaposition of beaming chief executives and slumped profits is incongruous — and most irritating to shareholders. Yours faithfully, P. GRAHAM, 6 Beacon Hill, N7.

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## Gibbs Mew fights off bid from Brierley

By Our City Staff

GIBBS Mew, the small brewer quoted on the USM, appears to have seen off an attempt by Brierley Investments (BIL), a hostile bidder, to split the controlling interest in the company held by the Gibbs family and directors.

BIL, when it launched its 200p-a-share bid in August, appealed to family members to act in the interests of all shareholders by accepting new ownership and management of the company. BIL has a 19.7 per cent stake and is the largest single shareholder.

However, in the first defence document from Gibbs Mew, the company, which is based in Salisbury, Wiltshire, claimed that family and director-shareholders representing 55.5 per cent of the ordinary capital intended to reject the offer. In total, the Gibbs family and board own 58 per cent of the company.

BIL reacted angrily to what it described as a *fait accompli* that ignored the interests of independent shareholders. BIL's Trevor Beyer said: "This makes a mockery of the public-company status of Gibbs Mew. If the Gibbs family wanted to run the company in this way, why did they bring the company to the USM in the first place?"

Gibbs also took the opportunity yesterday to respond to some of the accusations made by BIL about Gibbs's weak market positions and management by announcing the acquisition of a drinks wholesaler and the appointment of a new managing director.

Gibbs is to pay up to £2.87 million for UK D, which distributes beers, ciders, wines, spirits and soft drinks in Greater London, Hertfordshire and Bedfordshire. John Hedderson, UK D's joint managing director, will be appointed group managing director of Gibbs Mew on completion of the deal.

UK D made pre-tax profits of £371,000 in the year to end-March. Taxable profits for the six months to end-September are warranted at not less than £450,000.

## Electricity supply firms urged to end French connection

By Patricia Terhan

THE regional electricity supply companies are under pressure to end their contracts with French power suppliers and to take cheaper power from UK coal-fired power stations instead, so that a new five-year deal between British Coal and the two main power generators can be signed.

The government's privatisation plans for British Coal are being held up by a delay in the signing of new coal contracts with National Power and PowerGen. The deal depends on agreement from the 12 regional supply companies and privatisation cannot go ahead until the contracts are signed.

Heads of agreement were due to be signed last week, but divisions between the parties have grown and observers say the signing could now be weeks away rather than days.

The supply companies dispute the volume of coal-generated power they would be

expected to take and the price they would pay. Some are also understood to be under pressure to dismantle fixed-price contracts with Nuclear Electric, the state-owned nuclear generator, which still have four years to run.

The new contracts are due to come into force next April, when the suppliers' three-year contracts with EDF, the French electricity supplier, come to an end.

The government is understood to be keen for the regional suppliers to end their French contracts. London Electricity and Seaboard are particularly heavy users of French electricity, supplied over a link operated by the National Grid Company.

This year, the French are supplying more than 16 terawatt hours of nuclear-generated electricity to customers in England and Wales. That is equivalent to the output from two large power

stations, or about 6 per cent of the UK electricity market. Sources close to the trade department rejected the complaint that pressure was being put on the regional companies not to do a deal with the French.

Yesterday, David Porter, chief executive of the Association of Independent Energy Producers, gave warning that the coal deal could make it difficult for small energy producers to compete.

"We are wary of any deal which is not entirely transparent," he said. "If such a deal gave particular advantage to the two large generators, if the government persuaded British Coal to sell coal to National Power and PowerGen at special rates, it might enable them to bid down prices in the electricity pool."

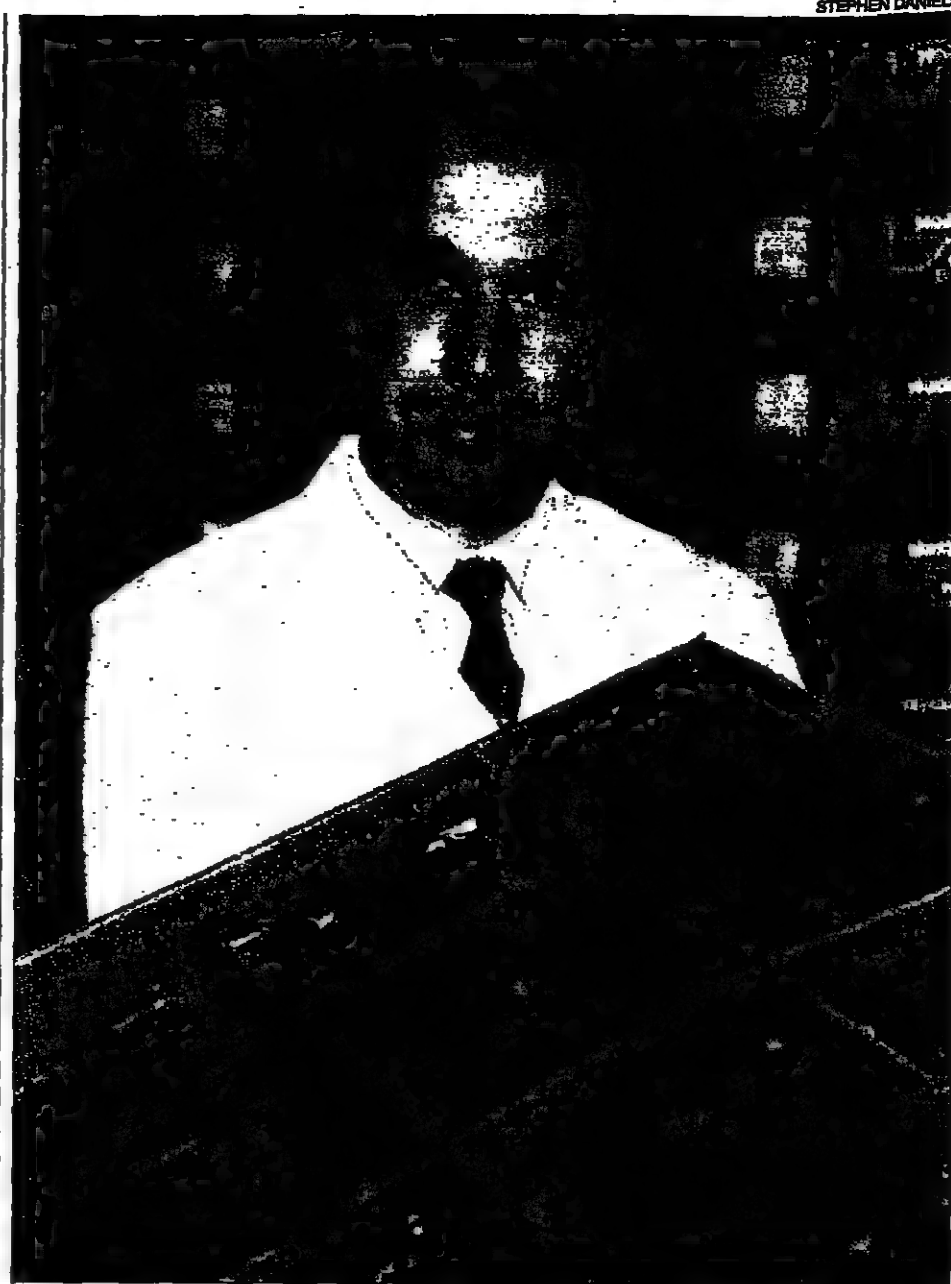
That would have short-term advantages for consumers but in the longer term, the regional companies would have fewer generators to turn to.

Earlier this week, Malcolm Edwards, former commercial director at British Coal, gave warning that unless pressures on the British coal industry were relieved, it would not survive beyond the year 2000. At a meeting of the Coalfield Communities Campaign in Doncaster on Tuesday, he said it was wrong to argue that British mines could not compete with cheap foreign coal.

One supply company manager said there was pressure on all companies with contracts for non-coal power that were close to ending, and on those with contracts with Nuclear Electric.

He said: "If the intention is to secure volumes for British Coal, you would expect certain supply companies to be under pressure not to take contracts which would damage that."

Norweb and Northern Electricity are believed to be under most pressure, as they are Nuclear Electric's biggest customers.



Wilting prices: David Sugden of Geest, which made £15.4m at half time

## Geest shares slip on warning

By Jon Ashworth

SHARES in Geest, Britain's biggest importer of bananas, took a tumble yesterday on a warning that "exceptionally weak" produce prices are biting into profits.

The food group, announcing pre-tax profits of £15.4 million (£15.1 million) for the six months to June 27, said low produce prices in the third quarter were affecting operations. Produce trading results for July and August were significantly below 1991 levels, and, if present market conditions continue, earnings

for the full year may not match 1991. The shares fell 27p to 303p.

David Sugden, chief executive, said: "While our fresh produce businesses have performed well against competition in the first half, the worsening trading conditions in July and August have now inevitably affected us too. However, our strong market share and sound cash position will provide good support for the rest of this year and ensure we move forward as soon as trading conditions permit."

Trading profits from sales of bananas, other fruit, vegetables, flowers and salad produce remained flat at £11.4 million, reflecting "unusually depressed" trading conditions in Britain. However, trading profits in the food preparations division, including pasta, pizza, speciality breads and prepared salads, rose 15 per cent to £3.7 million.

Earnings per share were 15.3p (15.1p). There is an interim dividend of 3.7p (3.6p) a share.

## Peking to establish securities houses

FROM REUTERS IN PEKING

CHINA has announced plans for three huge securities houses, formed by state-owned banks, to control the country's stock and bond markets and restore flagging investor confidence.

Xinhua news agency quoted central bank officials as saying the move would "foster and perfect a unified market in bonds and securities and safeguard stability in the markets".

Other state media made clear the securities houses would act to control prices and prevent wild market swings.

They will be based in Peking, Shanghai and Shenzhen — covering the whole country — with paid-up capital of 1 billion yuan (£104 million) each.

The move seems aimed at helping central government exert control over China's two bourses in Shanghai and Shenzhen, where share prices have roughly halved since a bull run in May.

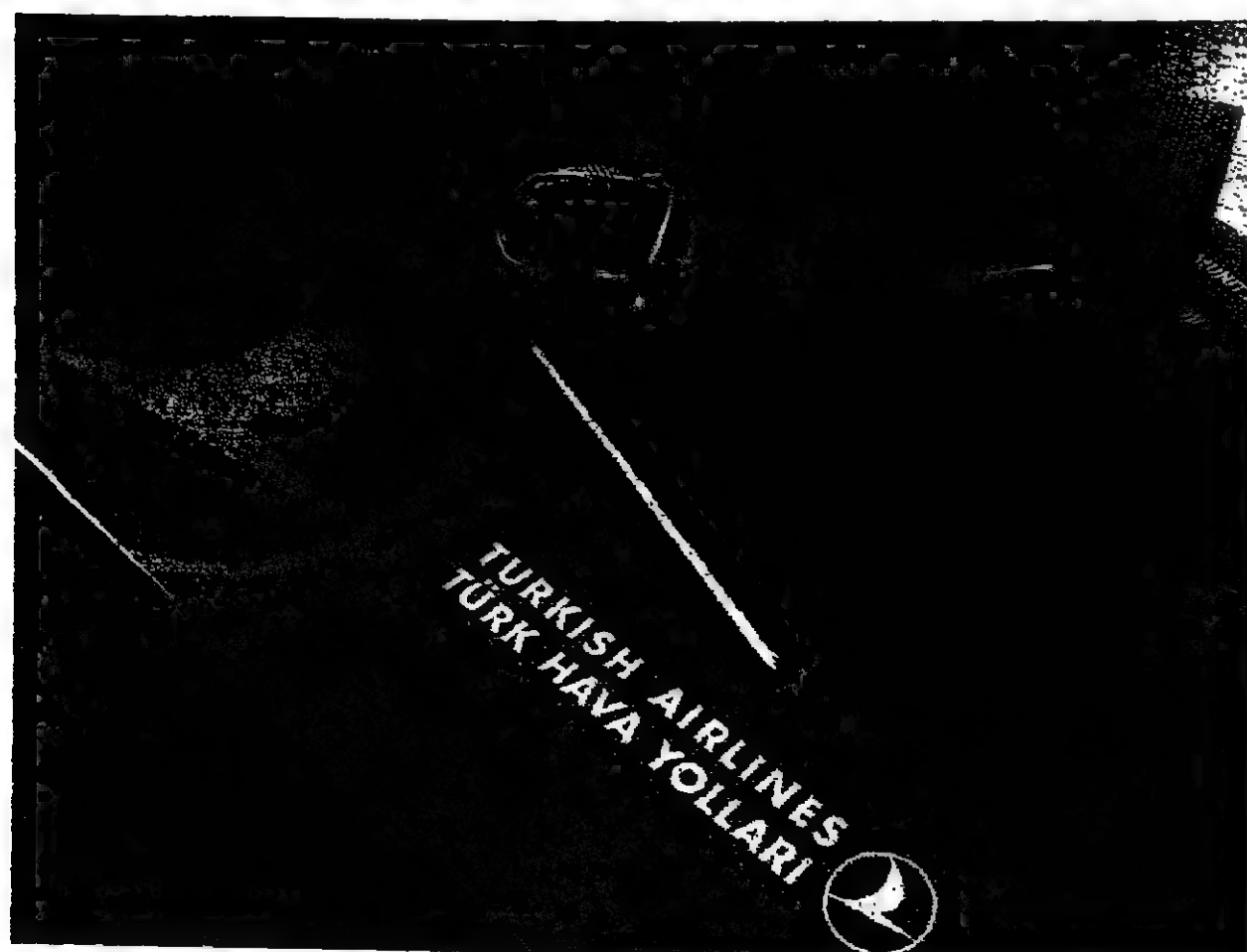
Riots in Shenzhen last month, sparked by allegations of corruption over a bungled scheme to issue new shares, sent shivers through the markets and highlighted the dangerous inexperience of local officials.

With a crucial communist party congress due to open on October 12, Deng Xiaoping, senior leader, and his reformist allies are anxious to ensure that China's boldest experiment with capitalist-style change is a success.

The bond market is also in the doldrums, partly because funds have been sucked into stocks and the property market.

The Chinese People's Daily stated the "market-style" securities companies would be financially and administratively independent and would be set up soon, having been approved by the People's Bank of China, the central bank. They would buy and sell securities and engage in company research. Later, they would enter international securities markets. The report did not give details.

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## TURKISH AIRLINES

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# ACCOUNTANCY TIMES

## Working for a better first-time exam pass rate

By PHIL ARMITAGE

YOU have probably heard the story about the pay negotiator who wanted none of his members to be paid less than the average. His was clearly an absurd expectation, but would you expect to be treated by a fellow average surgeon? What about the accountants?

Last Saturday saw the publication in *The Times* of results for another 4,063 students, 14 per cent fewer than a year earlier. Many would sense enormous relief. Others were disappointed, perhaps not for the first time. Examinations for chartered accountants have established a reputation for being tough.

Failure rates in a session can be up to 40 per cent. In July, they were 1.4 points up on a year ago at 33.3 per cent but lower than in December. The true picture is much brighter than the figures suggest. Some believe a high test failure rate shows the high standard of those who pass. Let a seed merchant tell you that and you would soon see the fallacy. A good recruitment, training and assessment system should aim for total success, accepting that the time, effort and ability needed to succeed will be greater — even too great — for some. Conversely, a system that sets out to pass or fail a set proportion of entrants deserves neither educational credibility nor the support of employers.

The Institute of Chartered Accountants in England and Wales admitted 4,231 new members in 1991. That was about two-thirds the number of students who started their training three or four years earlier. A 33 per cent failure rate is clearly better than 40 per cent, but still not good.

The largest number of "drop-outs" occurs in the first year of training, before most students sit the first Institute professional examination (PE1). Poor recruitment decisions account for many of

these. Of the rest, more than 80 per cent go on to pass PE1, and of these, over 90 per cent go on to pass PE2 and qualify for membership, not necessarily at the first attempt.

These "eventual success" rates are high, and stand favourably in comparison with most graduate and management training schemes, which have no formal exams. The PE2 exams are demanding, particularly on top of a full-time job, though the ICAEW provides part-time training contracts, in the main to help young mothers.

Continuing improvements to keep syllabuses up-to-date and relevant to future needs oblige students and tutors to be technically and professionally competent. Gone are the days of rote-learning: the open-book system of examinations now challenges, more directly, candidates' practical, analytical and critical skills. Six out of ten students now hold good honours degrees, so they do not lack intellect.

Lack of preparedness for the first attempt lets many down, rather than a "hard" exam. Indeed, each professional examination is set to a consistent standard from session to session and the great majority meet that standard. But professional exam do differ from academic ones, and students must be prepared for that.

The challenge the ICAEW, trainers, and students have taken up is to work towards a better first-time pass rate. That way, not only will the results contain fewer disappointments, but we might finally dispel a few cherished myths, for instance, that pass rates are, or should be, "fixed" in advance. Or that, however they are determined, pass rates alone can ever be a sound measure of standards.

The author is Director of Education and Training, Institute of Chartered Accountants in England and Wales



Double entrée: Sir Brian Jenkins, a partner in Coopers & Lybrand and an ICAEW member, was wearing his hat as Lord Mayor of London when he opened Frue Leith's restaurant and wine bar within the Institute's Moorgate Place fastness yesterday

### ANY OTHER BUSINESS

#### Rushing to the rescue

ONE of the speedier corporate rescues this year has been achieved by the tiny London firm of Blick Rothenberg, better known for tax advice than corporate finance... until now, that is. The firm was quick on the draw when Berkertex, the fashion group, went into receivership this month, taking with it Fifth Avenue, a supplier to Littlewoods, Etern and other clothing chains. Blick lined up finance and secured a manage-

ment buyout in four working days — a record, it is thought, for a deal of this complexity.

#### Irish opener

There seems to be no stopping ACCA in its drive for global expansion for certified accountants. While rapidly making inroads in China, ACCA has become the first UK accountancy body to open a permanent office in Brussels. And who was chosen to open the office on this great British occasion? Padraig MacKernan, the Irish Republic's ambassador to Belgium.

#### Playing the game

AMID the hoo-hah surrounding David Gower's wedding, Colin Sharman, KPMG Post-Marwick's senior regional partner, has been doing his bit to help cricket. Sharman was seen rubbing shoulders with Graham Gooch, the England captain and Essex County cricketer, and more than 100 cricket fans at the Brewery, that legendary City dining and drinking establishment, at a fund-raising dinner for Derek Pringle's Benefit year.

JON ASHWORTH

## When the world is no longer your lobster

PITY the poor newly qualified chartered accountant. Times, we are told, have changed. Once, passing final exams pre-empted a period of glorious energy in all directions. After three years of stumping around far-flung industrial estates or being stuck for months in a long-lost invoicing department of some sprawling multinational, freedom, or to be more precise, a huge pay increase, arrived.

Like a chameleon breaking out of an exchange-rate system, there would be a heady feeling of at last being free of the disciplines of examinations and the warnings of staff partners, and of being able to formulate an independent career policy.

Cash could be spent on a fancy car, a year abroad could be considered, a swift dive into industry could be planned. The world, as Arthur Daley once pointed out, was your lobster. Not so any more. All those poor bedraggled souls standing on a railway station concourse late last Friday waiting for the first editions of the newspapers containing the results to arrive are facing a very different world. The statistically minded among them could have gleaned a clue from the pass rates. Across the last two years, the pass rate for those taking the exam for the first time has fallen by almost ten per cent.

That has prompted much cynical mirth. The institute, it is assumed, knows that the market, in the midst of the worst recession the profession has known, requires fewer qualified accountants, and so has chopped the rate back to what it sees as a sensible level. Not so, says the institute. It points the finger at tougher working conditions. The last days at the large firms enabled students to devote more time to their studies, or to be more accurate, more time to relaxation. Then the mental stamina required for a crash course was there to be tapped.

Now, the institute argues, the firms have cut staff and are managing their own businesses in a similar fashion to their clients. Students are working long and arduous hours under considerable pressure for months at a time. The ability to raise one's game when the exam season comes around is much harder to sustain. The extra edge which means success now comes from the extent of the training programme the firm provides rather than that of the tutors. Once through the exams, the old days of choosing a career path and hoping that some day the nod will come that partners think you are the "right"

material have also gone. These days, the talk in the large firms is not where the glittering career is going to blossom. It is more to do with whether you will be clearing your desk tomorrow.

The big firms have said that they have all now come through the period of what politically correct Americans would describe as "negative employee retention". But they have come to this experience late. None of them can believe that they will have to reduce staff numbers further, but economic circumstances have a habit of creeping up unannounced.

It is also the best time to do it. Traditionally, the point at which a firm has a flood of newly-qualified accountants in its ranks is a time of talk and of career planning. This time it is likely that the firms will be weeding out.

In the past, this tended to be done for them, who appeared to be the best.

It is only five years or so ago when the firms were losing so many staff to the City and to business that they were upping student numbers to ludicrous levels in the hope that at least some of them would stay on at the end of the exam cycle. For those who have qualified this time, the world will not have changed overnight. The extent of their working career within the firms has coincided with three years of unprecedented recession and resulting upheaval. They will know and understand only too well the collision of the culture of expansionism and of the individual with which they started their career and which they are now trying to survive.

Finding a way out of this chaotic and cynical mess will be difficult. One starting point might be a book due to be published next month, *On the Way Up*, written by Simon Carne of the consultants, Purnam, Hayes & Bartlett, suggests managing a career from within rather than above the working environment.

Carne reckons that "managing one's boss" is more useful now than wearing a bow tie and shouting at subordinates. "For many people on the way up it is the first relationship that they have to get right," he says. Getting it right was not necessarily a high priority for newly qualified accountants in the past. That too has changed.

The author is the Associate Editor of *Accountancy Age*.



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## RUGBY UNION

# BBC regains ground in its battle for TV rights

By David Hands, Rugby Correspondent

THE BBC, which has seen its grip loosened on the rugby union market over the past two years, will start its attempt to regain ground with its coverage of England's international against Canada next month.

A series of ITV raids has provided the independent network with substantial ammunition when the domestic rugby contract comes up for renewal in 1994. As well as its successful bids for the 1991 and 1995 World Cups, ITV has gathered all the summer tours this year, next year's British Isles visit to New Zealand and substantial rights to screen South African rugby. That includes the visit next month to France although, when South Africa arrive in England in November, they come under the BBC umbrella.

The BBC coverage of the England-Canada match will not be in direct contest with ITV's rights to screen the France v South Africa match being played in Lyons on the same day. ITV will wait until October 24 to show highlights of the Lyons match as build-up to extended coverage of the second game between the two countries in Paris.

Thereafter the BBC weighs heavily into an area from which ITV is barred by the existing four home unions contract. The game between the Midlands Division and South Africa on November 4 will go out live, with highlights in the evening. England B v South Africa on November 7 will enjoy highlights in *Grandstand* and will be fed into *Rugby Special* the following day.

There is a BBC slot for live coverage of the second half of the match against the Northern Division at Eland Road,

Leeds on November 10 and the England-South Africa international on November 14 will be transmitted live. Given that the BBC can follow that with Wales' game against Australia on November 21, the Barbarians v Australia game on November 28, and will have shown Ireland-Australia on October 31, Jonathan Martin, its head of sport, can hardly be accused of hyperbole when he says it is "a very nice line-up".

Even so the BBC will hope that the first rugby union international to be played at Wembley will offer a good atmosphere to begin its intense autumn coverage. It is 13 years since Wembley hosted the sport, an ill-fated 15-a-side tournament, so both the stadium organisers and the Rugby Football Union (RFU) will be curious to see the public response.

So far only 10,000 tickets have been sold (Wembley's capacity is 78,000) but the authorities play down the significance of that figure, given that the season (and the advertising campaign) has only just begun. Moreover rugby habits will be aware that, for once, they can turn up on the day and be sure of a ticket. A crowd of between 25,000 and 40,000 is expected.

□ But, whose chairman and ground committee chairman resigned last week, have postponed a decision on long-term replacements. The club's management committee will meet again on October 13, giving itself time to consider its options. Lang Jones, the vice-chairman, steps temporarily into the role vacated by Roger Berry. Richard Seaman, the first team secretary, will chair the ground committee after the resignation of John Roberts.



New ball game for Wembley: Dick Best, the England coach, takes to the turf of the national stadium

## Schmidt explains tour withdrawal

By Chris Thau

ULL Schmidt, the South African hooker, said yesterday that the pressures of his career as a surgeon had been the main factor in his decision to pull out of the tour of France and England.

"There is a big recession out there and I simply can't afford to go away from my medical practice for nearly two months," the Northern Transvaal player said.

"Had it been a shorter tour, I would most certainly have

gone. I have a young family, a wife and two small children to support, and I did not feel it was right to go on tour right now. The length of the tour has been the deciding factor, not politics."

Schmidt had been reported as saying: "There is no more pride for me in wearing a Springbok jersey and having to tour countries where I know I'm not welcome... When I played for the World XV recently, Jeremy Guscott [England's centre-threequarter, who is black] refused to speak

to us because we were South Africans."

Schmidt said yesterday: "Politics played a part in my decision to the extent that I became fed up with the constant political pressure on the game. As a player, if you are denied the symbols of your country, the flag and the anthem, you are denied your identity—it is just like playing club rugby. It is ridiculous to run on to the field with the 'Lion Lager' song."

"I am an amateur athlete and therefore I play for pleasure. I felt that politics had forced the fun out of the game, hence my decision to quit. I'm not a politician and I don't have any political sympathies. But there should be a limit to the extent sport is being dictated by politics."

Schmidt said that he did not say that Jeremy Guscott had refused to speak to him. "In fact, I quite liked him and we had a nice chat in New Zealand," he said.

"What I actually said was that his room-mate, Jaanie Claassen, complained that Guscott was never in his room so he could talk to him."

"Claassen said that it was difficult to develop an understanding and a playing pattern with the other centre with whom you don't communicate. This was the reason, he believed, the centres performed badly in the series against New Zealand."

"Hopefully, I'll be at Twickenham to watch the Springboks against England and I will make sure I will see Guscott to explain the misunderstanding."

## Brother's decision is welcomed

TONY Underwood yesterday welcomed his brother Rory's decision to shelve his retirement plans—despite the fact that it could cost him his own England place. Rory's retirement, announced last March, will last only one international—next month's Wembley game against Canada.

Although his decision could have a bearing on his brother's

selection, Tony said: "When Rory told me the news I said it was a great move. I don't know why he decided to stand down in the first place. Of course his decision changes things for me. I am used to being behind him, but people were predicting that I would take his place on the left wing and I was hoping that my form and fitness would attract

the notice of the selectors. I'm in the squad and I was hopeful of some caps."

"Now, the two wings who are selected for the Canada game will probably be co-opting one place when South Africa visit Twickenham in November. Still, it holds out the exciting prospect of playing in the same international team as Rory."

## Ridgeon takes up the baton from Akabusi

By David Powell, Athletics Correspondent

JON Ridgeon takes over from Kris Akabusi tomorrow as the first man in for the British athletics team at the World Cup in Havana.

It has been the job of Akabusi, in two European Cups and a World Cup, to put points on the board from the opening race, the 400 metres hurdles. Now it is over to Ridgeon, who was recruited to the event by Akabusi, for the start of the three-day meeting.

Akabusi has earned his retirement after two European Cup wins, his third place in the last World Cup in 1989, and medals from all the main championships. Although he will race next season, his last, his intentions are not serious and he has ruled himself out of the world championships next year in Stuttgart.

If Britain are to have any success in Stuttgart in the men's 400 metres hurdles, it will have to come from Ridgeon. Akabusi has been saying this week that Ridgeon will be "something special". Seven wins in his first ten races at the distance, all in the last 11 weeks, have encouraged Akabusi to predict that Ridgeon might run under 48.50sec tomorrow.

In Kieti, Italy, two weeks ago, Ridgeon jumped to fourth in the all-time British rankings, with 48.73. Only Akabusi (47.82).

But a year later, Akabusi persuaded him. Late in June, Ridgeon, 25, returned home from the British Olympic trials, having failed to make the team in the 110 metres hurdles, to find a message from Akabusi. It advised him to try the 400 metres hurdles. A fortnight later he did and ran 51.30 seconds, faster than Akabusi on his debut.

The two are not unlike in character, gregarious and making the sport look fun. We are as pleased to have him back as he is to be here. His competitors tomorrow might not agree.



Ridgeon: first up

## SPORTS LETTERS

### Swing towards perfection

From Mr John Green

Sir, Mitchell Platts (September 16) makes some interesting points when he compares Nick Faldo with Ben Hogan. Both came into professional golf with swings which failed to produce the degree of perfection each was seeking.

In Hogan's case he had a very strong left-hand grip, a very wide stance and a flat swing. This was probably due to his developing years being spent in a part of America well known for its strong winds. He soon found out that some courses require the ball to be played left to right, and the combination of those three swing features made this almost impossible. He changed his swing accordingly and never looked back.

Faldo was faced with much the same problem and was bold enough to undertake a complete overhaul of his swing. The result is a triumph of guile and sheer determination to attain perfection.

After winning the Open at Carnoustie in 1953 Hogan claimed that he had hit only a handful of shots which he considered to be perfect. Many great golfers have been asked to opine on what is the secret of golf. The best answer I have heard came from Bobby Locke, who said the secret was "how to play badly well." I never knew a greater exponent of this art.

Yours faithfully,  
JOHN GREEN,  
65 Wood Vale,  
Muswell Hill, N10.

### Threat to future of bloodstock industry

From Mr Graham M. Cotton

Sir, Under current United Kingdom VAT legislation, and from January 1, 1993 when the single European market is introduced, bloodstock breeders have to charge 17.5 per cent on sales, whereas in Ireland the figure is 2.7 per cent and in France 5.5.

No one with an ounce of commercial sense will see any justification for continuing to breed and sell in this country. I had always understood one of the main objectives of the single market was to provide a level playing-field where all EC member states could compete on equal terms. It is clear that in this case our government appears determined to ensure that the reverse is true for this industry.

The bloodstock industry cannot be dismissed as insignificant. Over the past ten years it has generated over £600 million in export earnings. The industry employs 10,000 and affects the livelihood of another 10,000 people in this country. Many will have their jobs put at risk.

The richest of our breeders will move their operations to France or Ireland. Many others will close down their businesses. The people who will really suffer are the grooms, managers, farriers, lorry drivers, feed merchants and their employees, farm workers, saddlers and many others in rural communities who derive some or all of their livelihood from the bloodstock industry.

As a small supplier of equine healthcare products to the bloodstock industry, I have to declare an interest, but my worries are not limited to

narrow commercial concerns.

They are derived from a passionate commitment to the equine world and to the breeding and racing industries in particular. Britain has an unsurpassed reputation in these areas and a wealth of knowledge and skills unmatched anywhere in the world.

I fear that if the government cannot see reason and adjust the VAT rate, as it has the power to do under the Treaty of Rome, the bloodstock industry will quickly decline and with it the racing industry. In the not-too-distant future, both industries, which have any way suffered badly in the recession, could cease to exist as we know them.

Yours faithfully,  
GRAHAM M. COTTON,  
Bay Tree Cottage,  
The Street,  
Kilvington,  
Wiltshire.

### Confrontation unavoidable

From Mr Simon Palmer

Sir, The last two football seasons have shown a marked change in the standard of football, as now apparent in the Premier League at any rate.

It seems evident that referees have been instructed to apply laws more rigorously in an attempt to do away with the worst excesses of physical confrontation. The result is a proliferation of yellow cards, with stern rebukes from officials, leaving the penalised players much more tentative in their play and less inclined to tackle effectively.

This might suit those officials who believe in the continental style, which displays more style and better ball control, albeit at a less frenetic pace. It is arguable whether it is more entertaining, but it is

certainly not the way British football has been played over the years.

Football is a robust, physical game, where confrontation cannot be avoided. The rules of the game allow for fouling to the extent of awarding free-kicks and penalties. Violence should be justly penalised with yellow/red cards, but not in the over-zealous way referees interpret the laws today.

How many times have we witnessed play-acting by players feigning injury in order to gain advantage? The paying customer is denied full entertainment value by the pettiness of the officials controlling the game.

The more judgmental aspects of the game should be diminished, for example by eliminating the offside law, allowing for a more free-flowing spectacle, not the irrelevant nonsense of the silly backpass to the goalkeeper rule which cuts out a lot of midfield play in favour of the big boot upfield.

It is time that more active players were allowed their say in the framing of new laws.

Yours faithfully,  
SIMON PALMER,  
39-41 Gray's Inn Road, WC1.

### Real men and true

From Dr P. A. Sabine

Sir, As Mr Kelly surmises (September 17), the first players for Luton Town FC were "real men." My grandfather, Francis Whitby (1867-1954), and his brother were the first footballers to appear professionally for the club.

In the 1880s Francis Whitby worked in Luton as a hatter and on Saturday afternoons became a professional footballer by being paid, I think, the princely sum of 2s. 6d. (12½p). They were the first professionals in the south of Britain, in which capacity my grandfather was interviewed on the BBC programme *In Town Tonight* about 1936.

Not only was he a "real man," but also a true Victorian gentleman.

Yours faithfully,  
P. A. SABINE,  
19 Beaufort Road, W5.

Sports Letters may be sent by fax to 071-782 5046.

## TENNIS

## Britain ready for Cup

By Andrew Longmore, Tennis Correspondent

THE Great Britain Davis Cup team is being shadowed by five armed guards as it prepares for the world group qualifying tie, which begins tomorrow in Delhi. But sooting temperatures and a lack of match play might prove bigger distractions to the British squad, which needs to win a stay among the top 16 nations for next year's tournament.

The team arrived in Delhi week ago and has been acclimatising to the intense heat, with temperatures well over 100°F in the middle of the day, and to the pace and bounce of the local grass courts. The team doctor has been kept busy, dealing mainly with stomach problems. It is Tony Pickard, the Great Britain captain, sounded typically optimistic on the eve of the draw, which will be made at the prime minister's residence today.

"The team seems to be in great shape," Pickard said. "We have been practising good courts and everything has been going well. The main problem is the heat, but we have been here long enough to acclimatise now, so, hopefully, that won't affect us too much."

The British No. 1, Jeremy Bates, has recovered from a stomach bug and, though he has not played for nearly two months and only recently returned from his honeymoon, feels he is playing close to his best. "The courts are very good, flat and even. I am feeling happy with the way I'm playing and I have a good Davis Cup record," Bates said yesterday. Neil Broad will partner Bates in the pivotal doubles on Saturday, with the second singles place going to Mark Petchey, Chris Wilkinson or, conceivably, the grass-court specialist, Chris Bailey, who was originally nominated as travelling reserve.

What gets your heart going, but isn't in the sports section?

Find out next Monday.

THE TIMES

### Gower's fate

From Mr L. H. Mills

Sir, David Gower has lately featured with great frequency in all branches of the media concerning his omission from the Indian tour, the early release of his autobiography and his wedding. The estimable and charming Gower naturally attracts favourable comment but a hard look at some facts seems timely.

Few people seem to have questioned who should have been left out of the tour party if Gower had been selected. If it was Gating or Gower, their batting performances over the last seven years (1985-92) are interesting.

(I have not seen it suggested that Robin Smith should not go to India despite his low aggregate of 950 runs, average 38.00, this year.)

Nor is the suggestion that England should not have selected Gating, Emburey or Jarvis valid. It was the ICC (particularly Australia, New Zealand and West Indies) who sought to reduce the period of the Test ban. As the selectors had nothing to do with arranging the reprieve, it would have been quite wrong not to have allowed these cricketers to be available for selection.

Can you imagine the directors/managers of Liver-

pool and Arsenal, after the completion of the jail sentences by Ian Molloy and Tony Adams, refusing to select them for, say, another six months because it was felt the judges had been too lenient?

Yours faithfully,  
L. H. MILLS,  
Larchmont, Nyetimber Copse,  
West Chilmington,  
Pulborough, West Sussex.

From Mrs J. M. Gordon

Sir, After so much adverse publicity, the Test and County Cricket Board and the BBC are in need of a face-saving exercise. I suggest that David Gower be sent to India to join the team of commentators for the one-day matches and to be available for selection for the Test matches.

Yours faithfully,  
JENNIFER M. GORDON,  
8 Little Warren Close,  
Guildford, Surrey.

### A poor show

From Miss Serena Gosling

Sir, After our televisions were covered with the Olympics 12 hours a day earlier this summer it is sad that the Paralympics received only a few half-hour slots showing all Britain's gold medals.

There must be many people who were unaware of this event, even though to my

### Match-winners

From Mr William Knight

Sir, If the selection of bowlers for England's winter tour had been decided on potential match-winners and the final 1992 season bowling averages, they would have comprised the following players in order of their final average: Mills, Davis, Mailender, Bicknell, Newport, McCague, Radford and, the highest wicket-taker among all these, Salisbury.

My qualification for "match-winner" is a player who has taken five wickets in an innings on more than three occasions. Salisbury and Mills both achieved this on six occasions, surpassed only by the overseas players, Wasim Akram and Courtney Walsh.

Yours faithfully,  
WILLIAM KNIGHT,  
82 Lansdowne Road, W11.

mind many of the events were more exciting. The reason was that there were not human machines competing but really courageous athletes, who have had to overcome a disability.

Yours faithfully,  
SERENA GOSLING,  
Little Barrington Hall,  
Bush End, Takeley,  
Bishop's Stortford,  
Hertfordshire.















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# THE TIMES SPORT

THURSDAY SEPTEMBER 24 1992

Faeroe Islands and Lithuania do themselves proud in World Cup qualifiers

## Czechs end Welsh hopes of a shock

WELSH hopes of a shock win by the Faeroe Islands in Czechoslovakia lasted until the 86th minute of the group four qualifier yesterday in the eastern city of Kosice. The Czechs, who are in the same group as Wales eventually won 4-0 but only with the help of three goals in the final five minutes.

Vadav Nemecek had put them ahead in the 24th minute but it was over an hour before the hosts scored again through Kuka from Moravick's cross. Kuka was on target again in the 87th minute. Dubovsky's last-minute penalty completed Czechoslovakia's victory.

Denmark, who have yet to win a game since their European Championship triumph in June, failed again in Vilnius yesterday. The Danish mid-field player, Kim Christofte, even missed a penalty as his country drew 0-0 with Lithuania in a group three game.

The second goalless draw for the Danes against a Baltic team, following the game in Latvia last month, left the Republic of Ireland still clear group leaders with maximum points from two games.

Christofte, who plays for Cologne in Germany, was fouled inside the area and took the penalty kick himself. But his shot was saved by Martinkenas, who flung his body in the way of the shot.

The Danes had plenty of possession and showed more enterprise but were unable to break down a well organized Lithuanian defence.

The Danish forwards showed little sign of improving on their lamentable performance against Latvia and became ragged in the second half. Their best chances were missed by players with English connections.

The former Luton Town forward, Lars Elstrup, came closest to scoring in the second half, blasting the ball just wide after a pass from Kim Vilfort.



Smiling again: Paul Gascoigne, the England midfielder, training with his new club, Lazio, yesterday afternoon before their match with Tottenham Hotspur in Rome. In typical fashion, Gascoigne put Lazio ahead after ten minutes

had left the Lithuanians out of position. John Jensen released by Arsenal from their Coca-Cola Cup tie against Millwall on Tuesday, had missed an open goal in the 42nd minute. The midfielder played the ball over the bar from inside the area with Martinkenas helpless on the ground.

Lithuania, the best side of the three newly-independent

Baltic republics, were more positive in attack than Latvia and had two good chances themselves. Late in the first half Viktoras Oshanskis broke clear of the Danish defence but his low shot from the edge of the area was deflected to safety by the legs of the Manchester United goalkeeper, Peter Schmeichel.

When Schmeichel was

caught off his line in the 54th minute a Danish defender had to head off the line from Andrius Zhuta's chip. The result piled more agony on to Danish coach Richard Moeller Nielsen, whose side lost 2-1 to Germany earlier this month in a friendly re-run of the European championship final.

Lithuania had already beat-

en Latvia 2-1 and pulled off a surprise 2-2 draw away to Northern Ireland in between losing to Albania 1-0 in previous qualifying games.

In Budapest, a crowd of less than three thousand saw Hungary and Israel complete another goalless draw in a friendly match. They gave the small crowd little to cheer. A half-dozen chances for the

Hungarians and several for Israel kept both goalkeepers busy, but play was otherwise lacklustre.

Kiprich came close for Hungary in the second minute, and the home goalkeeper, Balazs, just stopped a shot by Tikva in the 15th minute. A goal by Loerincz five minutes from the end was denied for

## TCCB dishes up £5,000 fine to Lamb

BY ALAN LEE, CRICKET CORRESPONDENT

ALLAN Lamb's public portrayal of the Pakistanis as ball-doctoring cheats brought him a £5,000 fine yesterday from the disciplinary committee of the Test and County Cricket Board (TCCB).

Lamb's accusation had been variously viewed as courageous, crusading and cynical malpractice. The committee sitting in judgment yesterday left no doubt as to its opinion.

The £5,000 fine imposed on Lamb equalled the stiffest handed out by the TCCB. Mike Gatting was fined the same amount in 1988 for unauthorised comments in a book about the row between him and Shakoor Rana, the Pakistani umpire.

Lamb was also ordered to pay £1,000 as costs of his hearing and, when added to the £2,000 fine and two-match suspension already enforced by his country, Northamptonshire, his is the heaviest punishment of its kind cricket has known.

Last night, Lamb was urgently considering an appeal to the Cricket Council but, while he ponders, officialdom should brace itself for further public outrage over what many will translate as punishing a man twice for one technical offence.

There is a widely held conviction, not without some justification, that Lamb is being pilloried for telling the unpalatable truth on an issue that has had the game's ruling bodies, both national and international, running embarrassingly for the cover of silence.

It is now more than a month since the Texaco Trophy match at Lord's which prompted Lamb, for whatever motive, to speak out in the *Daily Mirror*, accusing the Pakistan bowlers of having tampered with match balls throughout the summer. As the ball had been changed at Lord's, for reasons still unexplained by the International Cricket Council, Lamb's tim-

ing seemed perfect. But, as he had also inferred, the same weekend, that he would not be in the England tour party this winter, altruism may not have been his only motivation.

The *Daily Mirror* has prolonged the story remorselessly, if at times ludicrously, but Lamb's solicitor, Alan Herd, told the tribunal yesterday that his client was not paid for the revelations. He also, rather ambiguously, said that any money which did accrue was to be paid to the Cystic Fibrosis Trust.

Herd, in confirming the possibility of an appeal, complained that the match referee's and umpires' reports on the Lord's incident were not made available, either before or during the hearing. His point is evidently that they would prove that Lamb had truth on his side in his allegations.

This, however, overlooks the TCCB's emphasis yesterday that it did not take the degree of truth into account when deciding on Lamb's sentence. He has not, significantly, been punished for bringing the game into disrepute, only for disregarding the TCCB regulation that forbids players from making unauthorised public statements.

The nine-man tribunal, chaired by Lancashire's Eddie Slinger, one of three legal men on the committee, sat for almost three hours before issuing judgment and condemning Lamb for "a deliberate and flagrant breach of regulations". Its statement added that Lamb's "previous exemplary record" was taken into account, possibly saving him from further suspension.

Lamb is saying nothing, other than through his solicitor and, perhaps, the *Daily Mirror*. He has three options: swallow the medicine, go to appeal, or up sticks and take the permanent job in South Africa with which Western Province are apparently tempting him.

## PFA tells Barnet they cannot ban players

THE Professional Footballers' Association (PFA) yesterday told the Barnet manager, Barry Fry, to lift the suspension and cancel the fines imposed on two of his players by the club chairman, Stan Flashman.

Duncan Horton, the club captain, and Kenny Lowe incurred Flashman's fury after comments they made in a Sunday newspaper alleging that tickets issued to Barnet were offered to supporters by

touts before last season's FA Cup final.

"The PFA confirmed players have the freedom to speak to the press," Fry said. "The matter is now resolved and both Horton and Lowe will play at Wrexham on Saturday."

Before the start of the season the Barnet players threatened to strike and demanded to be put on the transfer-list *en bloc* when Flashman refused bonus payments due to them.

## Sevilla to cash in on Maradona

Seville: Diego Maradona's new club, Sevilla, has confirmed that the Argentinean would make his debut in a money-spinning match against the German league leaders, Bayern Munich, on Monday.

The player's agent, Marco Franchi, said the match would make the club about £1.2 million. The television rights alone have been sold for almost £900,000.

The Spanish club, which is also negotiating a multi-million pound sponsorship deal with a soft drinks company following the signing, has brought its weekend league match against Logrones forward to Saturday from Sunday to facilitate the match on Monday.

Meanwhile, Maradona is

prepared to defy the clause in his contract with Sevilla not to criticise football's governing bodies. He told Italian television: "I will never sign an agreement which prevents me from speaking my mind."

His remarks, which included further criticism of the Napoli club president, Corrado Ferlaino, followed the conclusion of protracted and turbulent negotiations in Zurich on Tuesday, where the Italian club accepted a \$4.5 million offer from Sevilla for Maradona.

Fifa, the game's world governing body, mediated the deal, which should end Maradona's 21-month absence from the game. But its secretary general, Josef Blatter, said: "Maradona must now do everything possible to

show that he is worth all that we, the football family, have done for him."

"He must let his talent explode on the pitch and stop making negative and offensive remarks against football leaders, at club, federation and international level."

A draft agreement between the clubs included a clause on Maradona's behaviour. "Maradona must understand that there are not only sporting rules, but also regulations in civil and private life," Blatter said.

But only hours later, Maradona criticised Ferlaino, a favourite target of his, accusing him of breaking a promise made in 1989 to allow the player move to Marseille, of France.

He told the Italia 1 network:

"President Ferlaino promised me the day after the Uefa Cup semi-final that, if we won the trophy, he would let me go to Marseille, who had made a good offer. But we know what that produced."

His subsequent behaviour, including turning up late at training, was the result of Ferlaino not keeping his promise, Maradona said in the interview. "I am not going back to Napoli because one of us had to go," he said.

The former Argentina captain, who completed a 15-month suspension for cocaine use this summer, vowed to return to full fitness. "Everybody believes that I'm only at 20 per cent of my ability and consider me finished because they say I'm too fat."

"But I will prove on the playing field that I can play like before. I have always surprised people, I and will do it again."

Maradona's physical instructor, Javier Valdecantos, agreed that the road ahead was tough for the player, who turns 32 next month. "Diego will need three months to reach the level necessary for competition," Valdecantos said in Sevilla.

"It will be hard to reach the 100 per cent level of the World Cup in Mexico in 1986, but I think he can reach 70 or 80 per cent without too many problems."

It should be enough to see him return to the international scene. Alfio Basile, the Argentina manager, has already expressed his interest at seeing Maradona back at the top level.

## Forest miss out on Blanc

NOTTINGHAM Forest's hopes of signing Laurent Blanc on loan have been scuppered by the player entering into a similar agreement with Nimes. He will shortly leave Napoli to join the French club until the end of the season, after which he is expected to make the short move to sign for Olympique Marseille, the French champions.

Ronnie Fenton, Forest's assistant manager confirmed his club's interest in Blanc, 26, who, it was hoped, might sign permanently next season. Having sold two central defenders, Des Walker and Darren Wassall since last sea-

son, Forest were eager to sign the French international sweeper, who was formerly with Montpellier.

Forest are bottom of the Premier League, but Nimes are in a similar position, one place off the foot of the French first division. They made their move after Blanc's proposed transfer to Paris St Germain had fallen through earlier this month and negotiations are now apparently at an advanced stage. Blanc - who has been on Napoli's transfer list since the start of the season - has made no secret of his dissatisfaction with the Italian club, who have an excess of foreign players. Italian League

rules permit only three foreign players in a team at one time.

Toulouse, the one club below Nimes in the French first division, have forced their coach, Viktor Zvunka, to resign after a ballot by the players. Fifteen out of 16 players voted to demand his departure.

The club's president, Andre Labaut, who has threatened to resign, said: "It was a real coup. The players have taken the club hostage by refusing to train and play against Paris St Germain on Friday. I'm disgusted by those brats. They've had the guts to vote against their coach. They should have had more guts on the pitch."

## Prost to test-drive Williams

ALAIN Prost was reassured yesterday about his chances of leading the Williams-Renault team in the Formula One motor racing world championship next year (Norman Howell writes). It was disclosed that he will test-drive for the team at Estoril on Tuesday, two days after the Portuguese grand prix.

The Frenchman will be driving a modified version of the FW14 - in which Nigel Mansell won the world championship - with narrower, 15-inch tyres, to conform to the specifications for the 1993 world championship. Williams will have another car at the test session, probably to be driven by Damon Hill.

The news will come as a relief to Prost, 38, the three-

times world champion. His chances of driving for Williams in 1993 seemed to be receding.

Even though he had signed a contract with Williams in February, the availability of Ayrton Senna had made his prospects less secure. It was said that Frank Williams, the head of the team, and others were keen to have the younger and faster Brazilian in the team after the resignation of Mansell.

Prost has taken a year off following his dismissal from Ferrari. His testing of the car does not automatically mean he will be driving it next year; it may just be that his contract includes testing and that Williams is using Prost, a brilliant test driver, for as long as it can.

And it does not exclude the possibility that Williams has found a way of making Prost accept Senna as a team-mate.

Martin Brundle, the most likely other driver to be offered a seat with Williams, has not yet been optioned by Williams, which may point to Williams and Patrick Head, his technical director, trying to sign Senna in addition to Prost.

Prost will relish his first chance of driving a car with active suspension; it will be interesting to see how he compares the Williams with other championship-winning cars.

The Italian Fondmetal Ford team has withdrawn from the Portuguese grand prix because of financial problems.

## Roddan critical of demands

LINFORD Christie's coach, Ron Roddan, yesterday criticised the overcrowded athletics championship schedule which has forced the Olympic champion to run through the pain barrier in Havana tomorrow.

Ron Roddan believes the World Cup team event in Cuba is a "waste of time" and should not have been scheduled to take place at the end of an exhausting Olympic summer that has taken its toll on leading athletes.

He is also angry that international officials keep placing more unfair demands on the world's leading performers by increasing the congestion of the global fixture list.

Christie will lead the British men's team into the three-day

competition tomorrow in the 100 metres suffering from severe back and hamstring pain, while many of his senior colleagues have opted to ignore the event because of injury, illness and weariness.

"This meeting is just a waste of time really," Roddan said. "It's simple - there's just too much competition and they keep asking too much of the athletes."

"It's ridiculous. We've got a world championships every two years now instead of every four; in 1994, we've got the Europeans and Commonwealths in the space of a couple of weeks, and now they're talking about staging the European Cup every year."

"Linford wants to run the world championships in Stutt-

gart next year because it's the one gold he hasn't got, but I don't think the world title means a thing now - the Olympics are what count."

Roddan puts the blame on the International Amateur Athletic Federation president, Primo Nebiolo, saying: "It seems it's only Mr Nebiolo who wants two-yearly world championships. He's trying to make them bigger than the Olympics, but the event is being devalued."

Roddan, though, is confident of Christie's chances in Havana. "Linford won this title in Barcelona three years ago - and I expect him to do just what he has to do to defend it," he said.

Ridgeon's role, page 26

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## Pocket guide to a small change

The last of the pre-decimal coins is going to a silvery grave

More dismal news for MPs debating the economy today: the pound in our pockets is about to shrink yet again. Not because of another body-blow from speculators on the exchanges, but because the Royal Mint is to introduce at the end of the month a new streamlined ten pence piece, scarcely half the weight of the one which has been wearing holes in pockets for 143 years.

In itself, this is a trivial milestone — just one more small step in the inexorable progress of the pound towards invisibility. Any time now we shall have to start handling our change with tweezers. But the disappearance of the old 10p, the former florin, has a certain historic resonance, for it marks the end of the old pre-decimal coinage.

Regular mental arithmetic over that ripe, duodecimal-vigesimal miscellany was the exercise that gave the Victorians the brain power to run the empire. Ironically, the florin, one tenth of a sovereign, was originally introduced as part



Mint condition: the new ten pence piece (front) and the old, in proportion

of an early project to decimalise that ancient chaos of twenty shillings, twelve pence and four farthings. It got off to a bad start: the first version did not carry the time-honoured abbreviation "Dei Gratia" ("by grace of God"). An outbreak of cholera soon after its appearance was blamed on the "Godless florin". The coin was hastily redesigned, and the head of the Royal Mint resigned.

Yet the florin has outlasted all its contemporaries, with their more affectionate nicknames — bobs, hapennies, joey, tanners and the rest. It has come through all this century's devaluations and debasements, though with a grotesquely diminished purchasing power. In the mid-1960s it was worth as much as today's shrunken pound; its godless original in 1849 was worth £3.73 at 1992 rates.

Once it has been withdrawn, nothing will be circulating any longer that is older than 1971. It will be the final stroke in the radical erosion that inflation has made on the entertainment value of our small change. Nobody has succeeded in fastening a nickname on any of the ephemeral items in today's coinage.

While the florin survives, there is at least a theoretical chance of finding in one's change a polished piece of silver stamped with the shaggy image of a monarch who lived generations ago, perhaps even with the profile of the young Victoria, burnished almost to invisibility and far more beautiful than it ever was when fresh. The old coins had a momentous air corresponding to their original value — well-crafted metal substantial enough to weigh down the eyelids of corpses.

Their dates made each one an everyday chronicle of its coeval events — wars, coronations, Crystal Palaces, grandparents' dates of birth. No wonder educationalists lament the fact that today's pupils leave school with such a hazy grasp of history. What incentive today have children to learn history, when there is no history in their pocket?

GEORGE HILL

## A crucible for Major's mettle

As Parliament assembles, John Grigg recalls great dramatic moments in the chamber

John Major faces his most severe test today in the place where political reputations are made — and unmade. Though presumably in no imminent danger of being brought down, he has to repair his damaged reputation and not allow John Smith to win the argument. Never, since he became prime minister at an unusually early age, has the challenge to his intelligence and character been so daunting. As he prepares for the ordeal, he may reflect on the way others have managed to dominate the House of Commons.

The big parliamentary occasions have always commanded intense public interest, and now we can watch them on television. Such occasions take different forms, of which the most significant are these: set-piece contests between party leaders on general policy; confidence debates on particular issues, involving either the prime minister or one of his or her colleagues; statements by ministers who have resigned in dramatic circumstances and, most rarely, speeches that focus sentiment inside and outside Parliament, contributing powerfully to a national consensus.

In the last category the outstanding example is the speech by Sir Edward Grey, the Liberal foreign secretary, on August 3, 1914, which was described by Lord Hugh Cecil, a political opponent, as "the greatest speech delivered in our time or for a very long period". For this occasion the House was crowded, as for Gladstone's introduction of Irish home rule a generation earlier, with extra seats provided on the floor. (There were more MPs then, because the whole of Ireland was represented.)

The speech lasted about an hour, and according to H.H. Asquith, the prime minister, writing to Venetia Stanley, it was "for the most part almost conversational in tone and with some... ragged ends; but extraordinarily well reasoned and tactful and really cogent". While he was speaking, G.M. Trevelyan says, "it became apparent for the first time that almost the whole House approved of British participation in the war. The previous evening Grey had prepared a few notes, but essentially he let his words 'look after themselves'."

A comparable speech, though on a less momentous occasion, was Stanley Baldwin's after the abdication of Edward VIII. Like Grey, he spoke from notes, which in his case got muddled at times, but he held the House spellbound. Harold Nicolson wrote in his diary that the silence was "broken only by the reporters in the gallery scuttling away to telephone the speech paragraph by paragraph."

Among resignation speeches,

probably the best this century was Duff Cooper's when he resigned from Neville Chamberlain's cabinet in protest against the Munich agreement. Unlike Anthony Eden's resignation speech at the beginning of the same year (1938), Duff Cooper's was entirely clear, as well as eloquent and devastating. He spoke for nearly three-quarters of an hour without notes, ending: "I have ruined, perhaps, my political career. But that is a little matter; I have retained something which is to me of greater value — I can still walk about the world with my head erect."

Confidence debates have often

notes, whereas Churchill, after an early traumatic failure of memory in the House, was dependent on them.

Seventeen years later another Labour minister, also a Welshman, scored a similar parliamentary triumph. The spy George Blake had escaped from prison and the home secretary, Roy Jenkins, faced a motion of censure. He demolished the attack, which he describes himself in his memoirs, *A Life at the Centre*, as a "most welcome and even glorious relief". At the same time he notes the meticulous aspect of such forensic victories: "Blake had still escaped and was as far as ever from being recaptured. I had not become a better home secretary as a result of the debate."

Margaret Thatcher's most dangerous moment until she eventually lost the premiership was the Westland debate in 1986. She survived, but her survival was due less to any merits in her own performance than to the defects in Neil Kinnock's.

By far her best speech in a confidence debate was her last speech in the House of Commons as prime minister in 1990. Perhaps because she no longer had anything to lose — she had already resigned and was acting as caretaker — she put on a rumbustious show.

Prime ministers can usually hold their own in set-piece confrontations with the Opposition on general policy when they have commanding majorities behind them. But when party strengths are more evenly matched in the House of Commons, and party rancour is running high, a prime minister may have a very tough time. On one day in July 1911 Asquith was denied a hearing in the House of Commons. He stood for half an hour at the box while opposition MPs yelled at him.

Mr Major is unlikely to share that experience, though his position is far from enviable. He no longer has a big majority, and he leads a party that is split on the central issue of policy, as Gladstone's was on home rule. But he is better off than Gladstone, in that the opposition is equally split.

Indeed, the leader of the opposition is, in reality, his predecessor. But there again he is lucky, because she has made the capital mistake of removing herself from the House of Commons. If she were still an MP his position would be vastly more difficult.

As he looks back to great parliamentary jousts in the past, he should conclude that the key to success has always been courage. Those who have prevailed have not all been orators and they have not all had blameless records to defend. But they have all believed in themselves and spoken with an

As the prime minister looks back to great parliamentary jousts he should conclude that the key to success has always been courage

decided the fate of governments. In May 1918 Lloyd George faced a deadly threat to his leadership when General Sir Frederick Maurice wrote to the press to say that Parliament had been misled about the strength of the British Army in France before the Germans' spring offensive.

Choosing to treat Asquith's call for a select committee as a vote of censure, Lloyd George routed his opponents with a speech that was a triumph more of personality than of honest argument.

An even more fateful confidence debate followed the Norwegian campaign in May 1940. From this Chamberlain emerged with a majority, but one so reduced that he felt obliged to resign. At first he hoped to be able to form a more broadly based coalition, but Labour refused to serve under him. As a result, Winston Churchill became prime minister, though his succession was by no means inevitable.

In the debate he had to answer for the disastrous campaign in Norway, for which, indeed, his responsibility was substantial. But Lloyd George, in the last important speech of his career, said Churchill should not "allow himself to be converted into an air-raid shelter to prevent the splinters from hitting his colleagues". (This phrase has been echoed during the past week by Mr Major or his spokesmen in connection with Norman Lamont.)

There was a notable confidence debate in September 1949, when the Labour government was forced to devalue the pound. The star of the debate was Aneurin Bevan, who lambasted the Tories while skilfully exploiting the anti-Tory past of their leader, Churchill. Bevan was a magician with words, and he normally spoke without

## Please hide your message after the beep

PRIVATE LIFE: John Diamond finds the ghost in the answering machine

I have discovered, I think, the technological equivalent of the gap behind the sofa cushions wherein a wandering hand can come across old half-crowns, phone numbers written on match boxes of long bankrupt wine bars, gas bills that you swore blind to the man who came to cut you off had been paid, and fluff. It is the front end of the answering machine tape.

There are, by tradition, three great lies. One is that the cheque is in the post, the second that I rang but the phone was engaged and the third is one that, I promise you, you don't want to read over your breakfast kipper. Technology has added to these three, though. Now we have the number four: "But it went through my fax machine OK"; and number five: "I'm sorry we were cut off — the car must have been going under a bridge."

The most common of the technologies, though, is the one that says that you phoned and left a message on the answering machine. And who can argue with it? Most non-technical lies — the train was late, the traffic jammed, the shop closed — are provably so if you have the time and effort to do the proving, but machines break down in arbitrary and discrete ways we cannot hope to understand. Answering machines and faxes and computers do go wrong and although we all understand Einstein's maxim about God not playing dice with the universe, and that when the machines break they normally stay broken, we also know that one errant garbled answering machine

message will suddenly pop up in a hundred good ones.

But like everyone I have used these lies. And equally I suppose that I've always assumed that when people have told me that they left messages on my machine which I've never received they were covering up for laziness or embarrassment or forgetfulness.

Until yesterday when I needed a tape to record an interview on and found I was fresh out of cassettes. The only cassette around, in fact, was the one in my answering machine and so I whipped it out, put it in my tape recorder and rewound it. It went on fast-forwarding for minutes, which given that there should only have been a couple of minutes worth of messages on the tape was strange, and so I pressed the play button.

Well, just tell me about the path that led me to the wackier scientific theories postulates that if the universe is infinitely large then it must contain an infinite number of parallel Earths in it, each with an infinite number of parallel John Diamonds, each of them taking the options that I have chosen not to take. At the further reaches of the



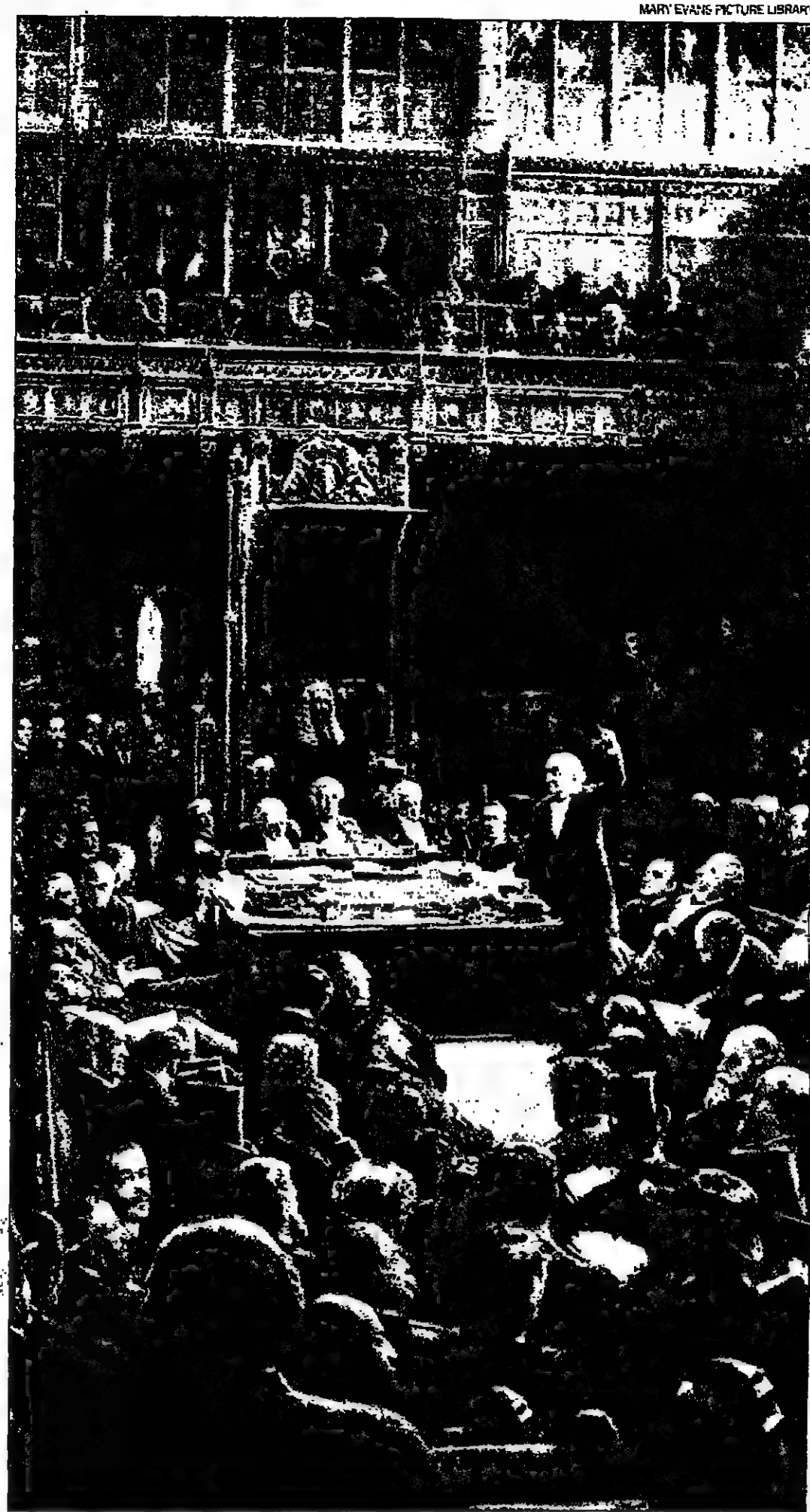
universe is a parallel John Diamond who is still teaching drama in a girl's school, a parallel John Diamond in a car wash, a parallel John Diamond, I suppose, who came off his parallel motorbike in 1972 and is lying six feet under in some parallel grave.

Contained on this tape, then, was my parallel diary for the last six months or so. Buried behind the sofa cushions of my life were dozens of calls that I'd never heard. Presumably at some time, and when I was away from home for long enough for a good solid stock of messages to pile up, the machine had issued some sort of beep to which the tape subsequently returned each time I rewound it and behind which lay my parallel life. There was a job offer from a magazine that has since gone bust, some threatening calls from a reader to whom I'd made the mistake of replying on my own headed paper rather than that of *The Times*, a call pregnant with promise from a woman I went out with briefly and unsuccessfully a couple of years ago, some calls from various of those once-in-a-while friends whose turn it was, I'd

decided, to phone me, and too many ethereal bits of sofa-cushion fluff from insurance salesmen and PR companies to count.

And all of them assumed, as I would have assumed, that when they'd consigned their message to the machine it was as good as telling me face to face. I was immediately consumed by a desperate desire to phone them all up, insurance brokers and all, and say to them: "You know you called me six months ago and said how about a drink, and I never returned your call? Well it seems that what happened was that..." I needed them to know that it was nothing personal but that they had, by some technological fluke, intruded on the private life of a parallel John Diamond, an oafish boor of a man who didn't return his phone calls but who was nothing to do with me.

Except what would you think if you were one of those callers and I told you that? I could only imagine they would believe that my life had become suddenly transformed by some sadness that forced me to beg forgiveness from and establish contact with acquaintances who I had purposefully ignored for six months. I don't, I promise you. But if you did phone me sometime in March and I never got back to you, you know why. And if you didn't phone me I would suggest that you go now and take the tape cassette out of your own machine and run it through an ordinary recorder. Because technology means you never know who you might have been insulting.



The great Gladstone: for his 1886 home rule speech extra seats had to be provided in the House

authentic voice. Mr Major is no Lloyd George or Bevan. He is nearer to being a Baldwin, with the same reputation for decency and niceness, and the same admirable parliamentary manners. Baldwin, however, was also capable of showing steel, and it is steel above all that Mr Major will have to show today. And there any chance that he will speak from notes rather than from a written text, which is not really a speech at all?

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# Foul play in the CIA vs. IRA match

**Cinema New Releases: Geoff Brown**  
**on Patriot Games, Swoon, Just**  
**Like a Woman, California Man,**  
**Secret Friends, My Father is Coming**

Who would have guessed that CIA headquarters would be the setting for a thriller like *Patriot Games* (Empire, 15)? Well, *Patriot Games* (Empire, 15) spills the beans. And who would have guessed that an IRA cell could cross the CIA's path in America and summon vast firepower at the snap of a finger? Yet it must be so: we can see for ourselves, in Panavision and Technicolor.

Implausibilities, both major and minor, pile up perilously in this second foray into Tom Clancy's novels, following *The Hunt for Red October*. At first Alec Baldwin was set to return as the CIA analyst Jack Ryan; then he abandoned ship, leaving Harrison Ford to negotiate the boneheaded script. The direction is left to the Australian Philip Noyce, who begins in high spirits, but ends floundering with the characters' speedboats in the Paramount studio tank.

The games begin in London, where Ryan, on holiday, saves a leading politician (and royal cousin) from an IRA bomb, killing a perpetrator in the process. The response is immediate: the grateful Queen hands out a gong, and IRA activist Sean Bean plots extravagant revenge on Ryan, his wife and daughter.

The lunacy spirals as the story lurches from CIA headquarters, to Belfast, a North African terrorist camp (the film is too circumspect to say Libya outright), and the sanctity of Ryan's Maryland home. Richard Harris's vaudeville turn as a Sinn Féin spokesman unglues the film further. So long as we stick with Ryan's plight as a hunted man, the film remains entertaining; but its topical pose and strong-arm tactics badly misfire. "You know nothing about terrorism," the CIA tell Ryan; the same goes for *Patriot Games*.

Harrison Ford's glowering demeanour serve him well enough in the early stages, but his skills become increasingly wasted as the film collapses. Among the rest of the unfortunates, Sean Bean cuts an icy figure as the IRA avenger, while James Fox (the royal politician) gives an excellent imitation of limp celery. "You've just enjoyed the treat of shaking hands with a murderer," the privileged youth informs his chauffeur in Tom Kalin's riveting debut feature *Swoon* (Metro, 18). This is no joke: we have just seen this 18-year-old Jewish student, one half of the infamous Leopold and Loeb, blithely kill a kidnapped boy in the car's back seat. Their motive: just a thrill, if you please.

Nathan Leopold Jnr and Richard Loeb, moneyed, Jazz Age youths whose intellectual superiority put them above society's laws (so they thought), have fascinated writers and film-makers. Patrick Hamilton's play *Rope* led to Hitchcock's 1948 film adaptation; nine years later came *Compulsion*, from Meyer Levin's novel, with Orson Welles playing Clarence Darrow, the pair's lawyer.

But those movies were mainstream affairs. Kalin, an American video artist, goes a different route, and shows what the previous films whispered: the couple's homosexuality. The watchword, poached from advanced literary theory, is "deconstruction". Through stylised tableaux, archive footage and abundant courtroom quotations, Kalin aims to reveal the homophobia that swirled round the case in 1924: the perception was that gay desire meant violence.

The wonder is that a film so intellectual in design sits on the screen with such ease. Ellen Kuras's black-and-white photography puts a glossy surface on the avant-garde tactics; actors Daniel Schlichter and Craig Chester suck us into their languorous world of obsessive love.



Witnesses to a terrorist outrage: Harrison Ford protects his wife (Anne Archer) and daughter (Thora Birch) in *Patriot Games*

The effect is severely unsettling: these handsome boys, so beautifully posed, are callous murderers. Kalin further goads the viewer by opening up questions without offering answers. Seductive and prickly at the same time, *Swoon* is a firecracker among the damp squibs of recent gay cinema.

In theory, *Just Like a Woman* (Odeon West End, 15) should be equally subversive. Here, after all, is Gerald, a handsome American merchant banker who engineers multimillion dollar deals by day and wears the frilliest underwear by night. If the scene were New York or San Francisco, imagine the camp excitement. But this is a British film: the transvestite lives in suburban London, and lodges, what is more, with Julie Walters. "You're like a bird of paradise!" she coos, as Gerald becomes Geraldine: the lady, a lonely soul, recently divorced, has a chirpy comment for everything. No one can be camp in these surroundings, and the American

actor Adrian Pasdar, who looks awkward whatever he wears, scarcely tries.

The film's sensibility is further constrained by the cutesome sub-plot, who cares a fig about Gerald's Japanese deal and the machinations of his boss? Despite the prosaic script, director Christopher Monger displays genuine sympathy for his oddball characters, and never stoops to easy laughter. But his attempt at an opulent international sheen falls flat: the film remains poky, parochial, and its message is clear — no sex, please, we're British.

The message paraded in *California Man* (MGM Haymarket, PG) is: no intelligence, please, we're American. This lamentable comedy was originally *Encho Man*, but since no one here is supposed to have heard of the San Fernando Valley community where Michael Jackson resides, in came a dull new

title. If they followed their logic, the distributors should also have excised *Fauly Shore*, a cut down on MTV but as well-known here as your local butcher. He appears out from the same cloth as Bill and Ted, and the *Wayne's World* boys, but is considerably less bearable.

In plot terms, *Shore* plays a minor role: the focus falls on a prehistoric hunk (Brendan Fraser) found frozen in ice while *Shore's* school buddy, Sean Astin, is excavating a garden pool. Before you can yawn, the hunk munches junk food, romances Astin's girl, and perpetuates tired teen-comedy antics, flung together by director Les Mayfield. Who wants a film that aims low, and misses?

Dennis Potter scarcely aims low, though in the wake of his television serial *Blackeyes* it is getting difficult to care if he hits his targets or not. *Secret Friends* (MGM Tottenham Court Road, 18), Potter's first film as director, shows the dramatist firmly stuck in the rut of depicting sexual obsessions. Alan Bates takes centre

stage as a middle-aged illustrator on the brink of madness, his mind fractured into daring memories of his uncertain wife (Gina Bellman), a red-hot neighbour (the admirable Frances Barber) and a murder he might have committed. Bates gives this dubious role the old Donald Wolfit punch, which only makes matters worse. Overwrought and tedious, *Secret Friends* needs a psychotherapist, not a paying audience.

Monika Treut's *My Father is Coming* (Prince Charles, 18) finishes the week with a rush of fresh air. Drawing on her own position as a sexually liberated German filmmaker at large in America, Treut paints a tender, amusing portrait of a German girl in New York, whose visiting father soon finds his feet among porn queens, transsexuals and a fakir suspended from wires hooked onto his nipples. Treut's cinematic technique remains homey, but the film's animating spirit is deliciously generous and sweet.

## ARTS BRIEF

## Reith lineup

THE BBC has announced the names of the Reith Lecturers for the next three years. Dr Edward Said, professor of English at Columbia University in New York, will give the lectures in June 1993, on the subject of the influence of intellectuals on public life. The writer and historian Marina Warner, best known for her books about the Virgin Mary and Joan of Arc, will speak in June 1994 about archetypal myths; and in 1995 the architect Sir Richard Rogers will lecture about the impact of environmentalism on architecture. Radio 4 and Radio 3 will broadcast the lectures.

## Improvising

YOU probably thought Antonin Dvorák hailed from Bohemia's woods and mountains. Hollywood has other ideas. In *The New World*, a forthcoming film about the composer's American years and the creation of the "New World" Symphony, Dvorák will be played by the Puerto Rican Raul Julia. The director may also raise eyebrows: the film is a pet project of Ted Koppel, who gave the world the first Rambo adventure, *First Blood*.

## Only chance

MATURE Californian rockers Toto are pressing ahead with shows to promote their new album, *Kingdom of Desire*, in spite of the recent death of drummer and founder member Jeff Porcaro. Veteran session players from Los Angeles, they have always maintained high musical and production values, even if the band's creative vision has tended towards the staid. Such mid-eighties hits as "Africa" and "Rosanna" practically defined a strand of unfashionably melodic rock.

The current lineup features the two surviving Porcaro brothers Steve and Mike, together with founder members David Paich and Steve Lukather. The late Jeff Porcaro is replaced by Briton Simon Phillips for the group's only British dates at the Apollo, Manchester (061-273 3775) on Saturday and Brighton Academy (071-326 1022) on Sunday.

Christmas message to his family, friends and President followed by real footage of a smiling Reagan denying that the words were Anderson's. "When I had a script, I always read the lines they gave me," quipped Ronnie. "Thy own speech betrayeth thee," as the girl said to St Peter.

That moment made the programme worth watching; but for those who desired insight into the hostages' condition, it was no substitute for Frank McGuinness's play *Someone Who'll Watch Over Me*.

HARRY EYRES

## THEATRE

## Sketches from the bohemian life

Colquhoun and MacBryde  
 Royal Court

The names suggest some fiercely respectable Edinburgh lawyers, or maybe a firm of high-class bootmakers, long established at the post end of George Street; but the truth is more slapdash and bohemian. Colquhoun and MacBryde are a couple of Glaswegian painters who made rather more of an impact on the pews of wartime London than on its galleries. Wyndham Lewis admired them. George Barker gave them houseroom and made himself responsible for the bill of £1,249, 14 shillings and sixpence they managed to run up at his local. A historian of the art of the 1940s, or of Soho, or of British eccentricity, or even of homosexuality, might still find them of interest; but in each case they would probably end up as little more than a footnote.

Certainly, John Byrne has failed fully to justify the attention he gives them here. The problem is not their relative obscurity. With the right dramatist on creative song, any artist could doubtless prove a fascinating protagonist, down to the amateur watercolourist who paints churches for the village souvenir shop. But as Byrne treats them, Colquhoun and MacBryde lack significance as well



Artists of a kind: MacBryde (Ken Stott, left) and Colquhoun (David O'Hara)

as stature. They just don't reveal enough about art, the 1940s, Soho, eccentricity, homosexuality, or any of the other subjects that surface during the evening. At times their play comes across as a series of footnotes living above its natural means.

The opening scenes find

them first in London, then in Florence, all eager to oust the old and establish themselves as the new; but it is soon clear that their ambition is not matched by their originality. Before long, they are pretty shamelessly trading on their Scottishness or, as they would prefer to put it, their Celtic lyricism.

That largely means dressing in ill-matching tartans and heavy brogues and, after a hundred rebuffs, going on hunger strike in Bond Street beneath a placard reading "We demand the same rights as our English brothers". This desperate play succeeds, too. At least for a time, their work finds buyers. But they come to seem quaint in the world of Jackson Pollock and it all slips away: patrons, self-belief, money, home, even the affection that, despite the odd flirtation with others, has kept them together for two decades.

The story is basically a sad one and feelingly enough acted by the principal members of Lindsay Posner's cast. The truculent humour that Ken Stott brings to Robert MacBryde gradually disappears, to be replaced by aggression, paranoia, and finally a flabby, whey-faced self pity. Meanwhile, David O'Hara's

Robert Colquhoun — the more talented if less demonstrative of the two Bobs — visibly tenses and hardens. But it is difficult to be moved. The depth of observation is not there. Nor, come to that, is the depth of concern.

There is of course no reason why Byrne should not have fun with his characters and their milieu. But this is the kind of play in which there is an off-stage chatter — and who should stagger on but Dylan Thomas in a yellow suit and Harpo Marx haircut? He throbs out what sounds like a drunken slice of *Under Milk Wood* and throws up in a pall full of beer, creating a cocktail which is then maliciously fed to a posturing George Barker. Outrageous characters everywhere! You can smell Byrne's *nostalgie de la boue* more strongly than Dylan's vomit, which thankfully does not carry across the footlights.

Altogether, this strikes me as a talented failure. The dialogue has plenty of vitality, but the characterisation seems skimpy, the action sketchy, the dramatic focus scattered. The author of *The Slab Boys* can do better — and will.

BENEDICT NIGHTINGALE

## TELEVISION REVIEW

## Hostages to a short imagination

been assembled. For all McCarthy's disclaimers, I doubt whether any actor could have conveyed his combination of flippancy and courage better than Colin Firth: Claran Hinds relished the splendid resistance, wildness and intelligence of Brian Keenan; Harry Dean Stanton and Kathy

Bates contributed star performances as the anti-social Frank Reed and the morally unquenchable Peggy Say. In the part of her brother, Terry Anderson, Jay O. Sanders was uncannily true to life; nothing stayed longer in the memory than his delivery of Anderson's un-selfpitying

## The star attraction...



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A philosopher and his mistress: Bertrand Russell and Lady Ottoline Morrell, two eminent Edwardians, both at the nerve-centre of English culture

## Bold logician, cold comforter

He dined with Gladstone, and corresponded with Khrushchev. John Stuart Mill was his godfather, and Ludwig Wittgenstein was his pupil. He supported the Boer War. He was a long life. It is characteristic of a man who found no difficulty in severing ties, whether private or public, that he always looked towards the indefinite future rather than the often messy past.

In this sympathetic but often acerbic biography, Caroline Moorehead describes him as "perhaps the last public sage", although it might be more appropriate to call him the last great Whig. Having effortlessly acquired the authoritarian liberalism of his grandparents and parents, he brought with him into the 20th century all the hauteur and conviction of that dead English civilisation.

He was from the beginning a rather well-defined young man, clever and earnest but with the disadvantages that sometimes accompany those virtues — he suffered from a certain humourlessness, and a kind of fevered detachment from what he called "the mass of human creatures". But perhaps that had something to do with his mathematical training: he always knew how to manipulate round numbers. Certainly he found it difficult to sympathise with any one creature in particular, and Moorehead reveals the calculated coldness with which he treated his first wife. Other wives followed, together with other cruelties: he seemed to slough them off, as a snake sheds a skin before slithering away.

He began work with Whitehead on *Principia Mathematica* in 1902, when he was 30. Despite moving among apparently cultivated or artistic people, he was always more at home with forms and propositions. It is not always quite so clear that Moorehead shares the same enthusiasm and her descriptions of logic, symbolic or otherwise, are not the most convincing in this biography. But the discomfure of her prose at these moments

Peter Ackroyd

BERTRAND RUSSELL  
By Caroline Moorehead  
Sinclair-Stevenson, £20

makes its own point: the life of a person cannot exist in theories or even in theories. The young Russell was so possessed by them that he had little time for anything else; his was a life of the mind, which is a bad place for life to be situated. That is why he seems such a curious wraith-like figure among his contemporaries — the Eliots, the Webbs, even the more feckless

indeed. He wrote to his first wife, Alys: "Intellect is a great safeguard, because it makes one's passions more abstract and less ephemeral." No doubt that is also why he became such a notorious philanderer: his was a case of sex without love or, in other words, sex with only abstract passion. His first affair was with Lady Ottoline Morrell, of all people; Moorehead is good on all the subsequent couplings, not least because she has some sympathy for the victims.

It was the first world war which brought him alive. In this period, when he campaigned against the conflict at much risk to himself and his career, he demonstrated genuine courage. He was a necessary figure because he was entirely happy working in a public context, during periods when other men and women were beset by doubts and anxieties of a more individual nature. Of course he lacked anything like a private conscience but, as a result, he was inexorable both in his doctrines and in his behaviour. He was like the salamander who can only live in fire.

So, by the end of the first world war, he was no longer a don or even simply a philosopher; he had become a public figure urgently addressing what he thought was a new age. He wrote pamphlets and journalism, he travelled extensively, he concocted posted books concerned with the "new order", socialism and peace. In the 1920s he and his new wife, Dora, became a political Punch and Judy act, hitting out at everyone in sight before turning on each other.

By the time of the second world war he told one friend that he felt "like a stray ghost from a dead world", and yet this Whig aristocrat spent the rest of his life at the centre of public attention. He thrived on controversy; he was never affected by criticism because he had little sense of any personal self, and there are times when he seems no more than an emptiness waiting to be filled by sex or publicity. It is a salutary, often horrifying, story one finishes it with profound relief that the Whigs are no longer with us.



Bertrand Russell, a sketch by Augustus John

members of Bloomsbury, seem more solid in comparison. But if he was something of a spectre, he resembles one who is compelled to feed off the living. In his friendships with Wittgenstein, with Conrad, and with Lawrence, there is a sense in which he needed the passion and intensity of these extraordinary men in order to shake himself into life.

This is an entertaining biography, fluently written and with more than enough humour to compensate for Bertrand Russell's high-mindedness. But if it is fluent it is also just, and it is hard not to see its subject as a very cold human being



Lady Ottoline Morrell: her desperate need to be liked made her horribly vulnerable; she described herself as "a magnet for egotists"

## Lady Chatterley's lovers

Victoria Glendinning

OTTOLINE MORRELL  
Life on the Grand Scale  
By Miranda Seymour  
Hodder & Stoughton, £25

Lady Ottoline Morrell, sweeping in and out like a de-ranged peacock, has a striking cameo-role in countless biographies of early 20th-century literary figures and in the malicious letters and diaries of the Bloomsbury group. She was over six feet tall, with more than the usual amount of hair, nose and chin, and a flamboyantly theatrical style of decorating her person and her drawing-rooms.

Depending on the painter's vision or the camera angle, she looked ravishingly beautiful or absolutely hideous. She adored art, literature and the life of the mind. This meant in practice that she adored painters, writers and intellectuals, chiefly male. She became, as David Cecil put it, "a creative artist of the private life" and, in her own words, "a magnet for egotists". She fed and watered them in books in London and at Garsington. She supported their endeavours, listened to their outpourings, and fired their imaginations.

Compulsive hostesses present a special difficulty for biographers. It is hard to animate the guest-list and visitors' books which are all that remain of a lifetime's parties, but Seymour handles the problem robustly. Lady Ottoline was "at home" every Thursday in London. During the first world war, Garsington was a refuge for pacifists,

who included Aldous Huxley and Mark Gertler. She was comfortably off, but nowhere near as rich as her protégés imagined she was.

Born in 1873, she was pretty grand — a half-sister of the Duke of Portland, with a dozen other titles roosting in her family tree. As a shy and religious 29-year-old she married handsome, weak Philip Morrell, a solicitor's son, and proceeded to reinvent both him and herself. She encouraged Philip to enter Parliament, and though the marriage was sexually null — they had one daughter, dreadfully neglected by Lady Ottoline — she was never less than loyal. She sought her own fulfilment variously as hostess, spiritual mentor, muse, confidante, patron, and lover.

She was not principally interested in sex, but in intense spiritual and emotional affinities. Her long affair with Bertrand Russell, from whom 1,500 letters to her have survived, is the centrepiece of this book. She was also the mistress of Henry Lamb and Augustus John, had a glibly intimate with Lytton

Strachey, and deep involvements with Roger Fry, D. H. Lawrence and Siegfried Sassoon, among others. Many of her friendships ended in disillusion.

Miranda Seymour praises her courage and inspiration and believes her to have been a "great" woman. A previous biography by Sandra Jobson Darroch was published in 1976. The picture is not greatly changed by Seymour, but she has the advantage of additional material. Lady Ottoline's journals were discovered in an attic after the death of her daughter Julian in 1989. They revealed among much else that Lady O, in her early forties, had a brief and ecstatic affair with a young stonemason who was working at Garsington. Seymour makes a good case for believing that the story of this relationship, repeated down the gossip grapevine, provided the idea for D. H. Lawrence's *Lady Chatterley's Lover*.

Seymour has also been able to say more about Philip Morrell's infidelities, which began three years after the marriage. He even made (unsuccessful) bids to seduce Virginia Woolf. In 1917 he confessed to Lady Ottoline, while she lay in bed — she had chronic ill-health — that he currently had two mistresses, both pregnant. One was his secretary and the other Lady O's personal maid. Both women gave birth to a son that summer. Lady O

was generous, and paid up to support the maid — at a time when she was also paying for Philip's suits and his club bills.

Philip also had a series of mental breakdowns. Like his infidelities, these were concealed from the world. But in her unhappiness, Ottoline took to painting her face more luridly, dressing in brighter and tackier finery, and looked as grotesque as she felt. The cruellest and funniest Bloomsbury comments about her date from this time. She confided her misery only in her diary. It did not do to show that one was unhappy, she wrote: "People don't like one."

Her desperate need to be liked, her need for "simple love" as she put it, made her horribly vulnerable. The writers and artists she entertained so generously and with whom she enjoyed such intimate talks flattered her to her face and drew real sustenance from her interest and support. But they also mythologised her as an "animated public monument" (Osbert Sitwell) and mocked her behind her back.

If there is a moral in this story it is that it just does not do to have too great a reverence for creative artists, as opposed to their art. Lady Ottoline, though bitterly hurt, never fought back. She bit on the bullet and carried on. While she may not have been a "great" woman, she was certainly a gallant one.

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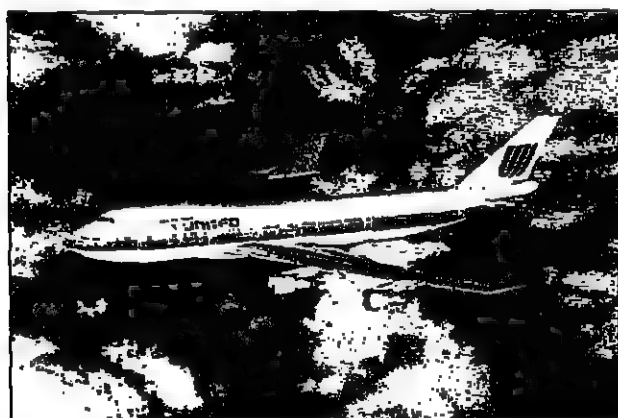
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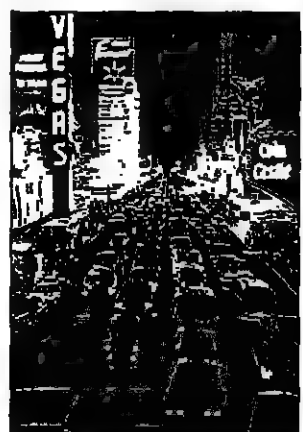
TOKEN 10



### Neon lights

LAS VEGAS calls itself "the entertainment capital of the world". You should arrive at night when the lights of the hotels and casinos along the Strip flame up into the desert sky. Some visitors are happy just to stroll along the Strip at night, watching the flashing neon signs, the illuminated cascades and the passers-by. But there is big money to win or lose in Las Vegas as well.

It was originally a very different place — a Mormon settlement. It started its new life as a gambling town in 1931, when work began on the Hoover Dam, and has boomed since the War. The



Flashing neon in Las Vegas

casinos offer roulette, crap and poker day and night, and there are gleaming forests of slot-machines all over town. Big-name entertainers are found in the hotels on the Strip and downtown at the Golden Nugget. Another feature of Las Vegas is its chapels, where you can get married at any time of day. Yet another threat comes from the heat, especially in summer. 150 miles out of Las Vegas is Death Valley, one of the hottest places in America. It is not quite so hot in Las Vegas, nevertheless it is best to go there in spring or autumn. Other places to visit are the Hoover Dam across the Colorado river, and the Valley of Fire, where you can see ancient Indian rock carvings in the heart of the desert.



## Prostitute of tongues

Jim McCue

THE OXFORD COMPANION TO THE ENGLISH LANGUAGE  
Edited by Tom McArthur  
OUP, £25

ly will overcome. In Quebec it is an offence to display an English sign in the street, and the language police insist that a hamburger must be called a "hambourgeois". As a result, 20,000 people a year are leaving the province. English, in all its unruly diversity, is probably Britain's greatest asset. The world will come to us. Instead of seeing this inestimable advantage we hoist ourselves by submitting to the Babel of the European Community, which employs 2,700 people translating everything into nine languages. To soothe the pride of the French and others, we acquiesce in this nonsense, even though English is the first second language throughout the EC.

Yet such pre-eminence has a dark side. *The Companion* leans over backwards to distance itself from the "domination and exploitation... inherent in any empire", and quotes authors from several parts of the world who regard the use of English as collaboration with the enemy. Often this means the writer cutting out his mother tongue to spite his face. Better to find new ways to use the colonial inheritance.

A more profound concern is

"linguicide" (a term the *Companion* uses but has no entry for). Any language's death diminishes us, for each is a unique perspective on experience. Furthermore, languages flourish through mutual contact. Indeed, responsiveness and absorptivity partly account for the success of English, which over nine centuries has "undergone more dramatic changes than any other major European language", according to the *Oxford Companion*. Linguistic diversity may prove to be as necessary as genetic diversity. Yet the predominance of English makes it hard to see how the wealth of other languages and literatures may be preserved.

Standardisation can be a great thing, but it is often a curse. Universal intelligibility would be a boon, but English might become shoddy along the way. The argot of CNN is not encouraging: reporters for this first global television network tend to sound like Japanese T-shirts.

This excellent guide to the history, geography and contours of English is cautious about classifying usage in terms of correctness (the caution itself being politically correct). Yet it adapts James Murray's century-old radial diagram from the OED. This envisaged a core of words and usage, from which jargons, dialects, slang and so forth diverge, the edges of the language being indeterminate. A user of core English (see BBC, Oxford, King's English, Received Pronunciation *passim*) is able to commu-

nicate more fully and be understood more widely than users of more peripheral forms. The standard dialect is now "the only one that can be used in discussing such matters as philosophy, economics, and literature". In this sense, core English is better.

Tom McArthur has succeeded magnificently in setting the bounds of coverage. Comprehensive yet focused, the *Companion* immediately establishes itself as a necessary book. As well as obvious entries such as novel, euphony and Esperanto, it lists notable publishers, the five canons of rhetoric, the protocols of plant naming and the principles of translation used for the Authorised Version of the Bible. The short essay on how Shakespeare's language differed from ours is a fascinating material, too, on information theory (why sloppy writing seems easy to read), and on the hypothetical Indo-European language (a single root lies behind the words pole, palisade, travel, language and propaganda).

Sources range from Beowulf to Bondi Beach graffiti. And among the individuals marshalled are Barry Humphries, Dr Seuss and Billy Connolly. Dan Quayle roasts himself under "Bafflegab", and Ronald Reagan is saluted for reviving an executive order on the use of plain English. Earning its shelf-space beside the *Oxford Companion to Literature*, this book gives us English at large at last. What did we do without it?

## Scotch fantasia

Tom Adair

POOR THINGS  
By Alasdair Gray  
Bloomsbury, £14.99

subtle use of electrical stimulus", thanks to Baxter, has been resurrected and given the brain of her erstwhile focus. Bella lacks moral imagination, a point she admits in her riposte to McCandless's version of both their lives, which comprises the novel's latter part. She casts new light on his friendship with Baxter, his wooing of her, the confronta-

tion with her first husband, and Baxter's death. "You, dear reader," she writes with a flourish, "have two accounts to choose between." It seems that *Poor Things* must inhabit the paradox.

No such luck. This novel has no place to call home. Not content to have us wonder if his story is merely a melodramatic period pastiche, or even a dark allegory of the artist as creator unable to change or possess his creation, Gray packs its crevices with

Kinds of People (there are three); Unemployment (breeds "a strong police force"); World Improvers (chiefly socialists, pacifists, anarchists and Belloh; and Freedom.

It is rent-a-polemic, but at least it is lively. You cannot say that for Gray's "Notes Critical and Historical", 30-odd pages as an endpiece for footnotes fetishists. The festive seriousness, élan, and sureness of touch marking Gray at his best (*Lanark*, *Kelvin*, *Walker* and *1982 Janine*) give way to a tentative failure to engage. Bella's flurry of well-aimed arrows (the book's clearest voice) take the attention, but even then a dimension is missing, the prose equivalent of charisma. What we have is Gray on grey.



# Atoning for the sins of their fathers



Phyllis James: escaping the confines of the detective story

There are several writers who, at some stage in their careers, have tried to escape the confines of the genre in which they have made their name. Henry James wrote plays, Graham Greene a book for children, John Fowles a volume of aphorisms, Kingsley Amis a spy story, John Le Carré a romantic novel. Some have done it to make money, others to gain gravitas: the writers of high-class thrillers in particular have been known to complain that a form of cultural snobbery deprives them of the literary reputation they deserve.

Now one of our leading writers of detective stories, P.D. James, has written a serious novel whose opening sentence merits a place in the text-books of creative writing: "Early this morning, 1 January 2021, three minutes after midnight, the last human being to be born on earth was killed in a pub brawl in a suburb of Buenos Aires, aged twenty-five years two months and twelve days". This is a story set in a future where women have ceased to conceive. The population is ageing and shrinking: essential services are collapsing; only a firm dictatorship prevents the country from falling apart. Frantic research has failed to discover how it

happened that no more babies were born after Year Omega, 1995.

Earlier novels of this kind, such as Polly Toynbee's *Leftovers*, have assumed that the demise of the human race would come after a nuclear holocaust. That now seems less likely. The premise behind *The Children of Men*, however, has disturbing plausibility: an article in a recent issue of the *British Medical Journal* reports that human sperm counts have halved in the past 50 years. The scientists blame chemical pollution: James's hero, Theodore Faron, however, ascribes the universal sterility of the 21st century to the attitudes prevalent in the 1990s.

"Pornography and sexual violence on film, on television, in books, in life, had increased and become more explicit but less and less in the West we made love and bred children. It seemed at the time a welcome development in a world grossly polluted by over-population. As a historian I see it as the beginning of the end."

Faron is an Oxford don — "historian of the Victorian age, divorced, childless, solitary" — and on his own admission, a cold and egotistical man, haunted by the failure of his marriage and the death of his only child. This aspect

Piers Paul Read

## THE CHILDREN OF MEN

By P.D. James  
Faber, £14.99

of his character is convincing: he condemns in himself as in society the separation of sex from love. "In no area of human experience are human beings more convinced that something better can be had if only they persevere." After Year Omega, it has got worse. "Sex totally divorced from procreation has become almost meaninglessly academic. Women complain increasingly of what they describe as painful orgasms, the spasms achieved but not the pleasure."

Faron is also the cousin and childhood friend of Xan Lyppiat, the dictator and Warden of England. At some time in the past he has been his advisor, but resigned in disgust at some of the measures taken by Lyppiat's Council to deal with the emergency — compulsory gynaecological inspection of women and sperm counts in men, and a form of mass euthanasia called the Quenies, once voluntary, now surreptitiously enforced by a

Gestapo-like State Security Police and an elite force, the Grenadiers.

Because of his connection with Lyppiat, Faron is approached by a small group of dissidents, one of them a young woman with a withered arm called Julian (a name compacted by the registrar from Julie Ann). They ask him to protest to his cousin about various abuses — the condition of convicts transported to the Isle of Man, the treatment of immigrants known as Sojourners, and the Quenies. Faron undertakes the mission, knowing it will fail: but he subsequently falls in love with Julian and becomes involved in the group's resistance to his cousin's regime.

James writes exceptionally well — her prose is efficient and precise. This suits those passages which are presented as Faron's journal: he is, after all, a fusty old don. But it hardly changes when the narrative alters to the third person and, as the story proceeds, the precision becomes pedantic. Every action, however banal, is described in meticulous detail.

"There were four mugs hanging on a stand. He took two and found three plates from a cupboard above the sink. From a drawer he took a sharp paring knife, a carving knife, three sets of table knives, forks and

spoons, and put a box of matches in his pocket."

Nor are the secondary characters convincing. The villains are only notionally nasty: evil is depicted through gruesome killings, not in a character's cast of mind. The young priest, Luke, who is Julian's lover, and the heroines, Julian and Miriam, are merely mouthed and too good to be true. There is no relief from the deadly earnestness with which the author treats her gloomy subject.

There are also times when it seems as if James has drawn more on the past than the future. The Warden, Xan Lyppiat, is the kind of public-school fascist envisaged by Harold Nicholson in his diary, wearing grey flannels and a white shirt, and the last part of the novel, when the dissidents run to cover in the country, reads like a passage from *Swallows and Amazons*. This may be intentional: James probably knows the kind of civil servants who would govern us in an emergency better than most of her readers; and the naivety of her heroines is undoubtedly part of the message she wishes to convey about the redemption of humanity through innocence and faith. The novel closes with the agnostic Faron making the sign of the cross.

## Nemesis strikes Unter den Linden

My small boy has just got back from "the Blitz Experience" in the Imperial War Museum. It is a tour de force and a good way of bringing home to small boys what their country had once been through. I do not know whether there is a German equivalent, and doubt whether there should be. The German population suffered vastly more under our bombing than ever we did under theirs: they had ten times more civilian casualties than we had. But there was always, to the German story, an element of Sodom and Gomorrah: the Devil's haunts, going up in smoke. So maybe these things, in Germany, should be recorded in print, rather than in simulation. In that sense, the new book by Anthony Read and David Fisher is very good indeed.

It is a history of wartime Berlin, with substantial asides — flashbacks to the Berlin of Hitler's triumphal years, with all of that Cecil B. de Mille pompous architecture; the war as seen by the Russians, approaching Berlin from the river Oder in the late winter of 1945; the strategy of British bombing. At the centre of the book is the reminiscence of survivors, some of them unpublished, and some recreated from interviews. It is a melancholy curiosity that some of these survivors were Jews, who remained hidden in Berlin under the bombing. Their story was memorably written by Leonard Cross in 1983, but it is right for the present two voracious authors to use his work. Their own book is an excellent tableau of the Berlin apocalypse. At its end, two-thirds of Berlin had been wrecked, and the inhabitants lived in little Cairns of rubble, sometimes exchanging their bodies for cigarettes.

This book follows others, including a good one on the workings of the Nazi-Soviet Pact, when Hitler and Stalin divided eastern Europe between them and then quarrelled

### Norman Stone on a new study of the last days of the Nazi capital, and why Harris was wrong

over the proceeds. Since the authors (unobtrusively) know German and Russian, their books are a great deal more than pot-boilers, and though they do not go in for heavy historical analysis, they carry out the historian's primary job, description and narrative, excellently.

They show in this book how the Berliners responded to a bombing that demanded even more than the

#### THE FALL OF BERLIN

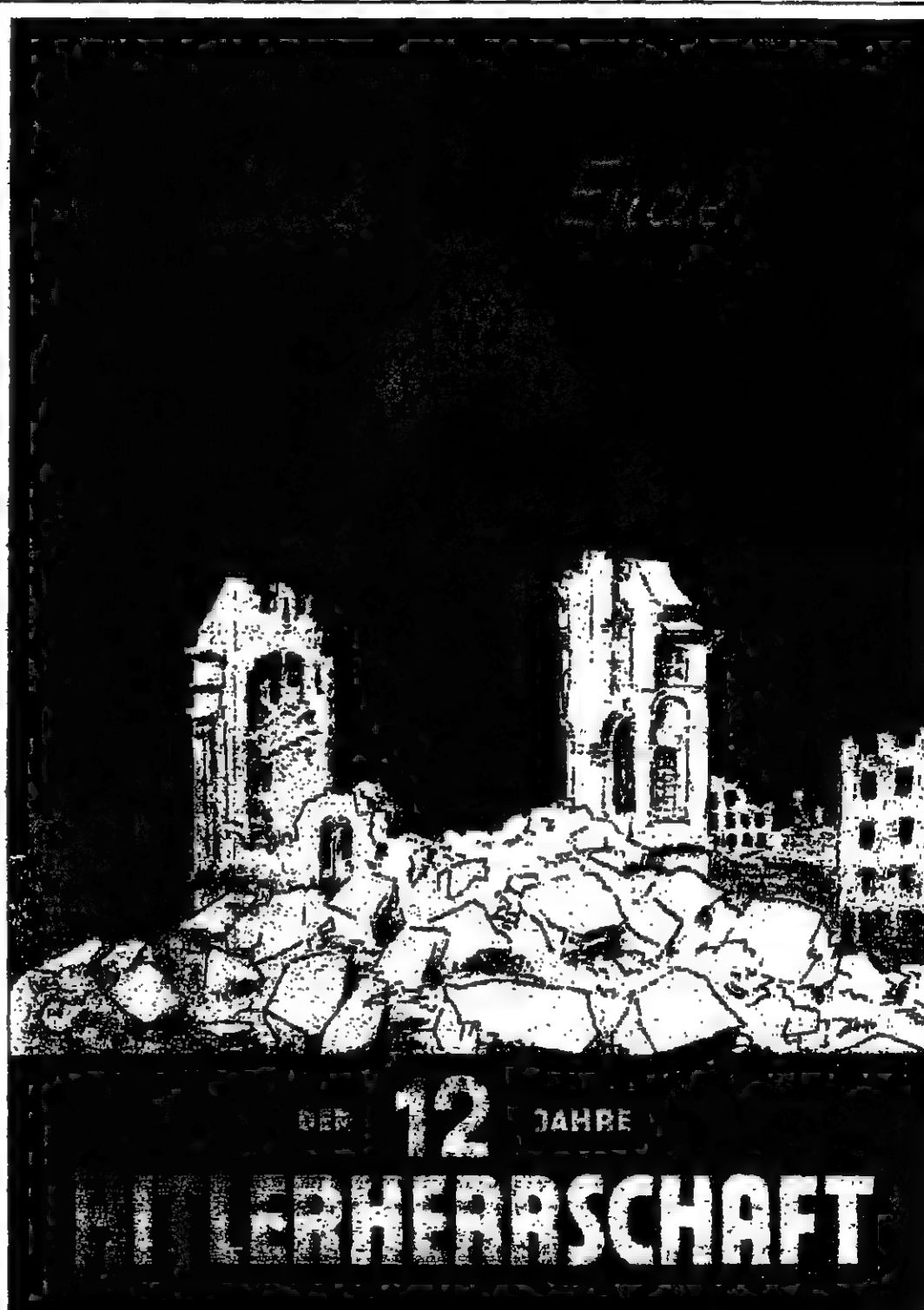
By Anthony Read  
and David Fisher  
Hutchinson, £18.99

German's own bombing of London had done. The emergency services worked as best they could, with women volunteers on hand to bring out the crates of coffee and biscuits, and with the ordinary people putting up with extremes of penury and discomfort. The greatest oddity was that the war economy went on working — in fact, producing more, at any rate until Allied bombing was precise enough to destroy the transport system and the fuel dumps. British (and other) advocates of all-out bombing of civilians in cities had not expected this to happen; in fact Bomber Command went on advocating the more or less indiscriminate bombing of cities even when its limitations became clear. This book shows how greater and greater ingenuity went into the bombing campaign — and, on both sides, greater and greater courage.

What effect did it really have? Here, argument still goes on. On the whole, British opinion turned against it, as the facts came out — that the investment of labour and raw materials in bombers had cost the British war economy more than it damaged the German; quite apart from the dreadful cruelty involved in killing women and children. On the other hand, Albert Speer, Hitler's armaments minister, once told me a different story: that the bombing offensive pinned down so many German aircraft in defence that the war on the Eastern Front was lost, for want of air cover.

I remain, myself, agnostic. However, it was a horrible business, and though nobody would doubt the bravery of the bomber crews as they lumbered vulnerably through the flak, I am not sure that the men who lived through it really deserve the kind of be-stated commemoration that we reserve for our great generals.

The Queen Mother unveiled a statue, a month or two ago, to Air Marshal "Bomber" Harris, the top of The Strand. Harris is a controversial figure — to some a hero, and to others, one of those old brutes whom the British military machine threw up from time to time. He bombed German cities into moonscapes during the war; film and photographs are his enduring monument: did he need another one, with the Queen Mother presiding? The outcome was interesting. For, a few days after the old lady had acted, the tabloids in London began a lengthy muckraking of the lives of her children and grandchildren. Were the toes of "Fergie", "Squidgy" and the rest not something of a descendant on the theme: God is not mocked. It is a line which British critics of the Harris statue might bear in mind when Germans reproach them with the taste and timing of the whole affair. *Gott wird nicht verspottet.*



The end of 12 years of Hitler-rule: poster printed in the Soviet zone of Germany, November 1945, showing Dresden's ruined Frauenkirche. From *Persuasive Images: Posters of War and Revolution*, edited by Peter Faret, Beth Irwin Lewis and Paul Faret, Princeton University Press, £20

## Hole in Europe's heart

George Brock

EUROPE  
The Crunch  
By William Cash  
Duckworth, £4.99pbk

William Cash's 60-page philippic is almost past its sell-by date, even as it hits the bookshelves. Cash blows blasts of steamy indignation at the text of the Maastricht treaty just as the governments he derides are reaching the conclusion that the treaty's recipes for political and monetary union will have to be rewritten — or at least reinterpreted.

The distinction is a crucial one: the autumn's political battle will be over whether changes to the treaty will be cosmetic or real. Cash has anticipated this shift and spells out his own prescriptions for the drastic action which John Major should take at the Edinburgh summit at the end of the year. Since Maastricht "consolidates the gravitational pull towards federalism", Cash counsels Major to throw the treaty into the dustbin of history.

How the prime minister should accomplish a switch from his proclamation last December that the treaty is a triumph to destroying the entire edifice of European Union is not made adequately clear. Cash assumes that Britain can both stay in the EC and control its development. His otherworldliness reaches its climax in his advice to the government on how to deal with the EC's ambitions to run a more coherent foreign policy. "In 1900, when Britain was the world's undisputed superpower, the staff of the foreign service in London consisted of 40 people. Perhaps the past has something to teach us in this respect." Cash is nothing if not a militant for nostalgia.

Trained as a lawyer, Cash is much more practical on the treaty's small print. Compare Cash with Douglas Hurd. Substantially, says Cash, is "part of the problem, not the solution". Douglas Hurd walked to the House of Commons this summer about subsidiarity "applying to areas of parallel competence... requiring all activity within the exclusive Community competence... to be governed by the necessity test."

Gobbledygook often signals evasion. There is a cynicism about the nearest thing to a reply to Cash issued by the government. It bears the unsavory title *UK presidency Community issues* and has been distributed to MPs but not, so far as I know, to the general public. The government's readiness to assert that Maastricht-style subsidiarity will be legally sound and enforceable.

The problem with EC treaties is that they are unpredictable experiments. Neither Cash nor Hurd can tell what will happen if Maastricht comes into force. Hurd sounds unsure of himself when he asserts that Maastricht swings the EC towards desirable decentralisation. But Cash has no alternative likely to command support elsewhere in Europe. Both arguments bob like cork on the tide of events.

● The Maastricht Treaty in Plain English is published by the IPSET Education Unit, price £2.50 incl p&hp, available from the IPSET Education Unit, Warrington Park School, Chelmsford Common, Warrington, Surrey CR6 9PE.

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## Dropping the desert pilot

Henry Stanhope

GLUBB PASHA  
By Trevor Royle  
Little, Brown, £20



Glubb: transformed the Arab Legion into a modern army

Two things happened in the next five years to change his life. First, he fell in love with the desert and its people, confessing that he felt more at home in a tent full of nomads, whose lack of scruples matched their table manners, than he did in the RE Officers' Mess at Chatham. Secondly, he displayed a rare aptitude for his job. Charged with protecting rural shepherds from Ikhwan tribesmen whose raids were terrorising the border region, he founded the small Southern Desert Camel Corps and successfully instructed the locals in self-defence. When the RE finally ordered his return, Captain Glubb, now happy as a sand-boy, resigned

his commission and joined the local British administration. He was already something of a legend by 1930 when he moved to Jordan, first as deputy, then later commander of the Arab Legion. While he was not the founder of the legion, he became over the next quarter-century its adoptive father, transforming it from a small policing force into a mechanised, all-arms modern army.

So what caprice prompted Hussein to get rid of him? The professed cause was the young soldier-king's dissatisfaction with Glubb's recent handling of his beloved legion. For one thing Glubb had been slow in advancing

Arab officers, conservatively sticking to his fellow Brits. Hussein was also unhappy with Glubb's strategy of mobile defence.

But other reasons also lay behind his demise. The Arab world was in turmoil at the time. Nationalist propaganda, largely inspired by Nasser's Egypt, had targeted Glubb as a symbol of British imperialism. Nor did the British press's habit of dubbing him the "uncrowned king of Jordan" greatly endear him to the crowned one. As a servant of Hussein's grandfather King Abdullah, Glubb was seen as a relic of the past, out-dated and out of place in modern Amman.

To some extent this was true: Glubb's rapport had been with the Bedouin of the desert, not the rising, urban, Arab middle class. It is equally true that Glubb was in his 59th year, by which age most generals in Britain have retired. Even so, his perceptive detouring (along with that of most of the other British officers) seemed a mortifying symbol of his country's decline.

What should his country make of him four decades on? Comparisons with T.E. Lawrence are inevitable. Both men cared passionately for the desert and its inhabitants and were to end their lives in enviable repose. But most of those who knew them both thought Glubb the greater man.

This latest biography, six years after his death, does Glubb full justice. Objective, readable and well-researched, it not only explains a complex man but makes sense of the complicated times through which he lived. Those trying to understand the Middle East today might well start here.

Brian Keenan's *An Evil Cradling* is a masterful chronicle of courage and resourcefulness. Keenan, subjected to brutal and dehumanising treatment, succeeds in overcoming his ordeal through sheer force of will, stubbornness and, occasionally, humour. His account of beatings and deprivation at the hands of his tormentors, as well as his continuous fight against self-pity and mental collapse, could make a depressing narrative, were it not for his determination to survive.

Early in his captivity Keenan stages a one-man hunger strike and, after a stand-off with his captors lasting several days, wins the concessions he wanted. When he is moved into a makeshift prison with other hostages, whom he is barred from communicating with, he ingeniously devises a clandestine postal system for daily correspondence scratched on the back of foil from cigarette packets.

Much of the book is taken up with his relationship with the British journalist John McCarthy, with whom he shared several cells in locations across the country from Beirut to south Lebanon and the Bekaa Valley. The two men made use of the few resources at their disposal to make their incarceration bearable.

Aside from the details of hostage life, *An Evil Cradling* also helps expose the myth that Lebanon's hostage takers were a collection of disparate shadowy groups acting on their own. The kidnappers in this account were well organised and appeared to work as a single unit under one command, probably the Iranian government. During his confinement Keenan was held at one time or another with three Americans, at least one Frenchman and one Korean, as well as McCarthy and Terry Waite. He was moved no less than 17

## Captives on their captors

Richard Beeston

AN EVIL CRADLING  
By Brian Keenan  
Hutchinson, 16.99

TORNADO DOWN  
By RAF Flight Lieutenant  
John Peters and John Nichol  
Michael Joseph, 15.99

ties to different locations across the country, some of them large multi-storey prisons presumably controlled by Hezbollah, the pro-Iranian Shia Muslim group.

The monotony of life in captivity makes prison journals a particularly difficult genre of narrative to master. But the wit and imagination which helped Keenan to survive his incarceration he also uses to bring alive his story.

The same cannot be said for *Tornado Down*, however, the exciting but clumsily written account of a captured crew of an RAF Tornado shot down over Iraq on the first day of the Gulf War during a bombing run on an Iraqi air field near Kuwait. Although the book provides good technical detail about the workings of modern air warfare and an insight into the sadistic regime of Saddam Hussein, the most striking feature of the account by the pilot, John Peters, and his navigator, John Nichol, is the catalogue of blunders leading up to their capture by the Iraqis.

When the possibility is first raised that XV Squadron based in Germany might go to war, the pilots are forced to use photocopies of maps from *The Times Atlas* because there are no charts available, and to read newspaper clippings about the Iraqi military because there is no intelligence brief. As they prepared for their first bombing mission of the war, launched in daylight even though their aircraft are designed to attack at night, their Tornado refuses to start and they are forced to change planes. During the attack itself the bombs do not work, either through a technical malfunction or human error, and they are hit twice by primitive anti-aircraft fire crippling the £15 million jet and forcing the men to eject.

Once they land on enemy territory they discover that to get at their locator beacons to be rescued they must first inflate Dayglo orange lifejackets. To get their survival packs they are forced to inflate bright orange dinghies, which in the desert of Iraq was "as unnoticeable as a pack of baboons Christmas shopping on Oxford Street".

Even the Iraqi interrogators are incompetent. After torturing the airmen and forcing them to talk, they ask the most basic questions about the Tornado, to which the answers were available in any newspaper article. They then decide to force the crewmen to appear on television in a publicity exercise which backfires when it becomes clear the men have been tortured. Fortunately the airmen, along with other coalition POWs, were released, otherwise unharmed, after the war. The Ministry of Defence and the RAF would do well to read *Tornado Down* before committing their warplanes to combat again.

Richard Beeston is correspondent for *The Times* in Jerusalem.



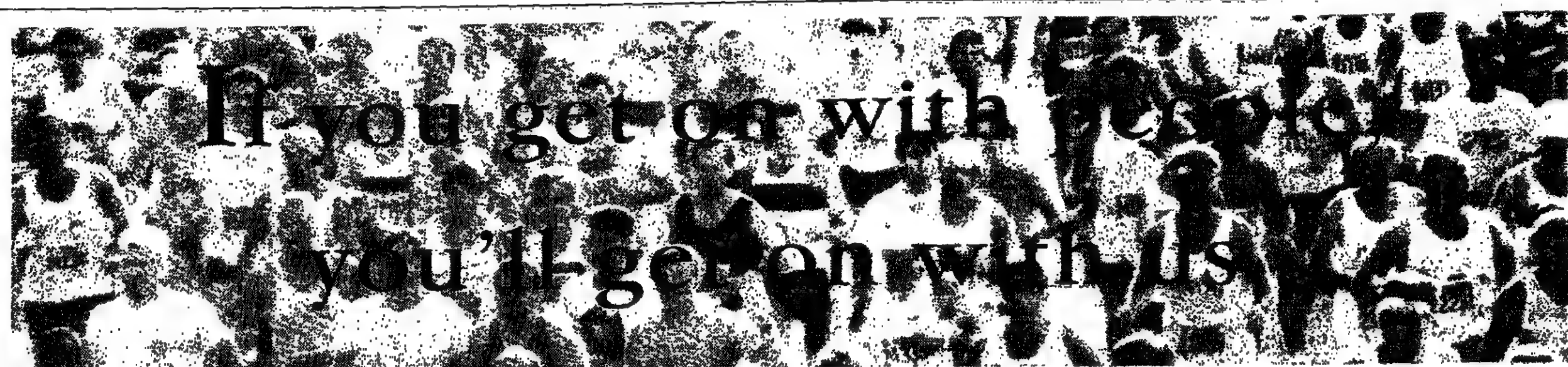
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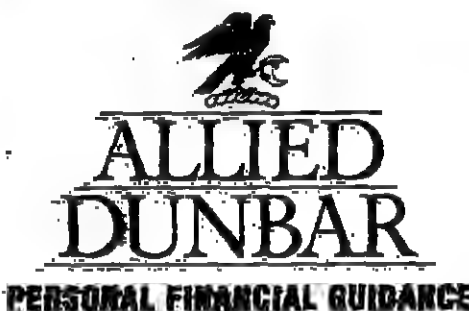
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## WEST LONDON TEC

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## Marketing Manager

The newly established West London Training and Enterprise Council is one of 82 set up around the country with the brief to stimulate business growth and help develop the trained workforce the UK needs to face the competitive challenges of the nineties. The West London TEC is now seeking an outstanding and experienced Marketing Manager to play a key high profile role in shaping its marketing activities to achieve these aims.

Reporting to the Marketing and MIS Director, your task will be to lead and manage a team with a wide marketing brief including strategic planning, business development and communication activities. The major emphasis of the role is on product development requiring excellent creative and analytical abilities in addition to first rate project management and interpersonal skills to ensure their successful delivery in the marketplace.

You will be a multi-faceted and seasoned marketing professional with a number of years of senior

management level. Most importantly you must have had substantial "hands-on" product development experience, ideally gained within the service sector and particularly either the IT or financial services industries. Excellent communication and negotiation skills are essential and in addition a high degree of enthusiasm, drive and energy is required to influence the changes needed to generate growth and prosperity in the local economy.

Please send full personal and career details, including current remuneration level and daytime telephone number, in confidence to Christopher Haworth, Coopers & Lybrand Executive Resourcing Limited, 9 Greyfriars Road, Reading RG1 1JG, quoting reference CH904 on both envelope and letter.

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## Inchcape Middle East

Inchcape is a £5 billion T/O global business employing 50,000 people worldwide in three core business streams: motors, marketing of world renowned branded goods and the provision of services in shipping, inspection/

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Based in Muscat, the successful candidate will have full functional responsibility for Personnel Management for 1000 people employed within the operating companies in Oman and will report directly to the Managing Director. This position requires a degree qualified person who has high quality personnel experience from a blue chip sales and marketing led organisation to manage a department with a

demanding role within a complex business and cultural environment. Supported by the Group Personnel Director in Bahrain, the PM will be expected to meet the challenge of providing a top flight service, particularly in management development and training, to equip and motivate managers and staff to meeting business objectives whilst remaining sensitive to local cultural and employment issues.

## Sales Training Manager

This position is based in Bahrain and reports directly to The Group Personnel Director. The challenge is to establish and then run a results orientated sales training function that provides a dedicated and sharply focussed service to all the

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Of graduate calibre and probably professionally qualified, your drive and enthusiasm will be complemented by 3-5 years of experience in problem centred analysis of clerical systems and procedures. Your experience in method reviews gained in a major

The position provides opportunities for career development. Salary, as indicated, will be dependent on experience and subject to annual reviews each December. Benefits include contributory pension scheme, free luncheons and relocation expenses where applicable.

Please write, enclosing full CV and quoting current salary to: Bryan Johnson, Personnel & Management Services Department, CIS Ltd, Miller Street, Manchester M60 0AL.

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c.£35-40,000 OTE + Car

Ideally a graduate in electronics engineering or a similar technical discipline, you will ensure that their business communication needs are met through marketing, presenting and co-ordinating the provision of technical services and products whether solely by the company or in collaborative ventures. A profile that includes some international experience and good working knowledge of French would be particularly advantageous. Ref. L691

## Account Manager

Working closely with the Major Accounts Manager, you will pursue a general prospecting role assisting in identifying and qualifying target organisations and developing them into clients.

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Ideally a graduate in electronics or similar related discipline you will be aged 28-33 with a hi-tech sales background. A good working knowledge of French would be advantageous. Ref. L692

## Technical Support Manager

Working closely with the sales team, your role will involve the preparation of bids and proposals focusing on the technical aspects, and providing an advisory service in qualifying customer needs and investigating their feasibility. You will also serve as an internal consultant for technical matters and propose new solutions to meet customer needs in close collaboration with sales

c.£27,500 + Car

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Please reply in confidence, quoting the appropriate reference and giving concise career, personal and salary details to Brendan Keelan.

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Whether or not you see redundancy coming, there are ways of softening the blow. Jenny Woolf outlines tactics for planning ahead positively

According to the French historian De Tocqueville, "chance does nothing that has not been prepared beforehand". But in hard economic times, although the majority of us still hold jobs, the idea of redundancy is in the air. There is no advantage in being pessimistic, but many employed executives are starting to feel that considering the possibility of redundancy is simply a practical move.

Company warning signs are obvious enough: falling revenues and sales, or encouragement for staff to retire early or remain for other jobs. Sometimes people whose companies are weak can protect their jobs by taking on extra work or paying particular attention to cost-cutting, but says Lewis Rushbrook of CEPEC outplacement consultants, "at the end of the day, if your company closes its doors, there's not an awful lot you can do."

Mr Rushbrook believes — without belittling redundant executives' distress, or the practical difficulties they might face — that cultivating a positive attitude towards redundancy can soften its blow. He encourages his clients to think in terms of "owning" their careers, which may go through several stages with several different companies.

The career ownership concept is replacing the old paternalistic system in which a company looked

## Think before the axe falls

after its employees for most of their lives and made many of their decisions — even promotions and relocations — for them. "You should now think of your career as an asset that is yours, like your car. The sooner it is 'owned' by you, with all its ups and its downs, the sooner you can control it," advises Mr Rushbrook.

This new approach is echoed by career consultant Rob Nathan. "I definitely don't think the recession is cutting down opportunities, but it is encouraging people to develop new qualities, such as entrepreneurship and ability to cope with change," he says.

As well as cultivating a more flexible frame of mind, there are certain practical precautions which people can take if they are concerned about their job. Peter Smith is the London Regional Director of financial consultants Hill Martin, who specialise in retirement and redundancy planning. He believes in keeping as many options open as possible if you fear redundancy.

"One thing we recommend is reducing or eliminating debt that greatly insulates people from the effects of redundancy. Everyone should stop doing stupid things like borrowing on gold cards or credit cards."

Many people have redundancy insurance, although this is usually available only on loans and mortgages. Buying general unemployment insurance on the open market tends to be expensive, and benefits are not always particularly good. If you have unemployment insurance of any kind, now is the time to read the small print.

Some policies do not pay out in certain situations, for instance if you do not register for unemployment benefit. Generally, mortgage insurance is available only on new loans, and it is fairly inexpensive, a fact which stimulated Tynesiders John and Anne Willis to do some hard thinking. "We'd lived in our house for ten years, and it urgently



needed not repairs costing £2,000," explains Mr Willis. "Like most people, I suppose, I was rather concerned about my job, but after some thought we took out a new mortgage loan for £22,000, insured it and paid off the £20,000

further advance we'd taken out six years previously." So far, Mr Willis has avoided redundancy, but, he says, he feels easier in his mind. "We've got rid of the rat and a big chunk of my mortgage is now covered by low-cost redundancy

insurance. It cost a £75 arrangement fee to rejuggle things; it wouldn't be everyone's solution, but for me it was worth it."

As well as sorting out matters at home, there are useful things to do at work. Those unfortunate enough

to have to clear their desks immediately may be too shocked to assess just what they need to take. One executive who lost his job said: "As it happened, I'd read a book suggesting you took home from office files the details of everyone who could possibly be useful to you in the future. I knew how the wind was blowing and so I did. And I was damn glad to have them when I began networking for another job." Ensure, too, that you and your family make use of company benefits like BUPA check-ups.

Peter Smith also suggests examining your contract of employment, to confirm what notice you are on, to check your rights and reflect on what you would say if the axe really did fall. However, all the experts caution against "job hypochondria". "Don't go around like an accident waiting to happen," advises Mr Rushbrook.

"Far better to settle down one weekend and consider yourself realistically: your skills, experience, potential and strengths, plus the things that are not so good. Consider how marketable you are, and what you can do to make yourself more marketable. Write it down. Think about it. Take control."

CEPEC, 67 Jermyn Street, London SW1Y 6NY (071-930 0322); Hill Martin, Cheltenham House, 23 Clare Street, Bristol BS1 1YA (0272 279985).

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- Do you want to be in a company with a superb reputation?
- Do you want to be making more of your talent for sales?
- Do you want to work with top quality products?
- Do you want to be part of a highly successful team?
- Do you want professional training that's second to none?
- Do you want to control your own income?

If the answer is "yes", you want to be with Prudential. There are places in our fast-growing company for ambitious men and women who are determined to succeed.

- A good basic salary plus bonuses even while training!
- Security of a good basic salary PLUS bonuses PLUS commission.
- Possible income of £15,000 to £30,000 in the near future, even more in the longer term.
- No limit to your earning potential.
- Training in the latest sales techniques and products, qualifying you as a professionally accredited Financial Consultant.
- Opportunities in your local area.
- Benefits including low-interest mortgage (after a qualifying period), car loan scheme and non-contributory pension.

Whatever you want out of a career in selling, you want to be with Prudential. If you're up to the challenge of deciding on solutions to people's financial problems, then telephone for an informal, realistic and straightforward discussion with the opportunity to ask frank questions.

Telephone our central team  
anytime between 10am and 6pm  
today or Monday on 071-334 6810.

Alternatively, please write with career details to Paul Collin, Field Personnel, The Prudential Assurance Company Limited, 250 Euston Road, London NW1 2PQ.

We are an equal opportunity employer.



## MASTER CHEF

Southern California couple with major estate wants top Northern Italian or Continental chef. Require fluency in English, second language preferred. Must be extremely well-trained and have a minimum of ten years Master Chef experience and versatility from haute cuisine to provincial. Large formal to informal parties. Applicant must be non-smoking, non-drinking, have a drivers licence, and must pass security check and physical examination. Live in or out. Five day work week, Wednesday through Sunday. Send resume, recent photo and major references to: Post Office 296, Beverly Hills, California 90215-0296 U.S.A. All references will be held confidential. Principals only. Along with resume please write detailed letter as to your repertoire and any other information that would be helpful. Salary commensurate with experience.

CAREER COUNSELLING YOU CAN AFFORD IT! Personal Development - Coaching, the UK's latest growing career development company, trains and motivates job-seekers using self-techniques from the UK and USA at a lower cost than traditional career counselling. Please, drop us a line.

WANTED well presented sales professionals for a new advertising medium in top class hotels. High commission rate. Please reply to Box No 1945 sending CV.

## REDUNDANT EXECUTIVE? MANAGING DIRECTOR?

£25,000 in guaranteed own consultancy, 12 months contract available from 1 October 1992. For full information see brochure or contact: 071 839 6555 (London/S.East) 071 839 6555 (South/West) 071 839 6555 (Midlands) 071 839 6555 (North) 071 839 6555 (Scotland)

## ENTREPRENEURIAL MANAGEMENT SKILLS

Ambitious, motivated individuals to work with successful entrepreneur to manage expansion of existing new business. Handwritten in the first instance to: Caledonian Partners, Buckley Farmhouse, Rectory Rd, Breckford, Northwich, Cheshire, NW9 5QH.

## EXPAT JOBS

Great overseas opportunities for experienced individuals. For information &amp; current vacancies call: 0208 6100 or Fax: 0208 6100. 0456 or write: Expats Network, International House, 600 Park Way, Geyser, CA 94502. Quote ref: 5124/14.

## HIGH ACHIEVERS

25 or over. Independent distributor for major multi-national company. Looking for top individuals, with sales management and communication skills to lead in our expansion across the UK and Europe. Write with details to: Robert Henshaw, 151 Lonsdale Road, Barnes, SW13 9DA.



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

whiteheadselection

## Management of Change – National Organisation – London

One of the largest organisations in the country is preparing for the restructuring of its industry. The organisation provides services which touch upon the lives of almost every person in the UK and Northern Ireland.

In order to emerge successfully from the industry restructuring, the organisation must undergo further change. The imperative is to provide value for money in a way which is sensitive and responsive to the market. This will involve substantial organisational change and realignment of the corporate culture.

Change of this magnitude requires skilful planning. Much of the ground has been prepared. The existing team needs to be augmented by the following:

## Culture Change Programme Manager

c. £50,000

This person is going to be the key to the success of the whole operation. They will work with other members of the Human Resources department in designing the strategic change management plan, and will be accountable for its delivery.

Candidates must have experience of organisational and attitudinal change management. Excellent communication, project management and logistical skills are vital, as is the capacity to work at an intense pace.

Reference 575

## MBA Co-ordinator

c. £40,000

As part of the continuing process of organisation and management development, it has been decided to create an MBA course specifically for the organisation. Candidates must have a background in management development and experience in the construction of MBA or MBA equivalent programmes.

It is envisaged that the Co-ordinator will devise, but not run, the programme. Reference 576

## HR Policy Adviser

c. £40,000

The organisational changes which the new strategy will bring about require there to be an individual in the centre advising on Group HR policies and procedures.

The Employment Policy Adviser will ideally be a lawyer who has worked within a corporate environment, having had input into devising HR policy. It is important that such experience has been gained in an innovative climate, where there has been commitment to organisational change, equal opportunities and improved business performance.

Candidates who are not legally qualified but have had considerable experience of this nature will be considered.

Reference 577

The Organisation is an equal opportunities employer.

Please write enclosing CV and quoting the appropriate reference number to Kate Donaghy, Whitehead Selection Limited, 43 Welbeck Street, London, W1M 7PG.

A Whitehead Mann Group company.

whiteheadselection

## SYSTEMS CONSULTANCY/SOFTWARE SERVICES

I.T. Sales Professionals – maximise your TRUE value

Will your current employer REALLY give you what you need this year?

We would not be too surprised if the answer you gave was "NO". In fact we have found that many sales professionals in the Information Technology sector are having great difficulty in having their needs met despite their ability to consistently meet their sales objectives. Are you:

The new business sales executive who wants to move into major accounts but your employer won't give you the training to do so, or perhaps you want to have a realistic opportunity of management but are being frustrated?

The software services sales consultant who finds your "leading consultancy" is too inflexible, and is now losing Times Top 500 clients to a smaller more appreciative and creative competitor?

The successful sales professional, fed up with having your efforts blocked by bureaucracy within your own company, wanting an environment where you can make a real impact?

We are a well established innovative systems consultancy and software house only as effective as our principal resource – the people we employ. We will ensure that your efforts are noticed and rewarded and see to it that your input is not ignored. We will provide the flexibility that has already seen some of the UK's biggest companies turn to us for help in preference to other names we could mention. You could share in our success.

All this is in addition to the income, career structure, training and benefits package you would expect from a company that is owned by one of the largest financial institutions in the country and that ensures both you and we benefit from the results.

If you have a proven track record in selling consultancy and software services to financial services companies, we would like to hear from you.

Please write, in confidence, enclosing your CV, to our Human Resources Manager, Deirdre Myers at the address below. If you would prefer an informal discussion please telephone Deirdre or our Sales Manager, Nigel Gardner, on 0905 754754 tomorrow morning.



K3 GROUP LTD, Severn House, Prescott Drive, Worcester WR4 9NE.  
Telephone: 0905 754754. Facsimile 0905 754155

## OPPORTUNITIES IN BUYING &amp; MERCHANDISING

London to £20K

Talisman Retail is retained by one of the High Street's market leaders to find high calibre individuals with relevant experience for their Central Buying and Merchandising department.

You will need to be a graduate with a minimum of two years experience in the Central Buying and Merchandising department of a major retailer. Age range is 22-30 yrs.

The company offers excellent training and career development, highly competitive salaries and the prospect of very rapid promotion for high achievers.

If you are frustrated by the lack of opportunities in your current role, write enclosing your Curriculum Vitae and quoting REF ST/NK/09 to Dominique Dunstone at Talisman Retail, Dorland House, 14-16 Regent Street, London SW1Y 4PH. (Tel: 071-925 0848)



**TALISMAN Retail**  
DORLAND HOUSE 14-16 REGENT, LONDON SW1Y 4PH  
SPECIALISTS IN RECRUITMENT

## MEDWAY POWER LTD

Medway Power Limited is a joint venture company formed to build, own and operate a 660MW CCGT power station on the Isle of Grain in Kent. The Board is seeking to appoint an experienced individual to act as their representative during both the construction and operational phases of the power station.

## A diverse and demanding role in Electricity Generation

Owner's Representative

Kent

Attractive Salary Package

A diverse range of responsibilities will include the representation of the Company with regard to the Construction Management and the Operation & Maintenance Agreements. This will involve performance monitoring, budget management, payment control and regular reporting. You will also be required to liaise with the lending banks and the Independent Engineer. In addition, your responsibilities will encompass the tasks of the Company Secretary, and managing the rights and obligations of the Company with regard to the project agreements.

You will be a graduate in engineering or a business related discipline with significant engineering and commercial experience. The abilities to communicate effectively in a high profile and potentially sensitive situation, and to manage contracts across a diverse spectrum are essential. An understanding of the commercial arrangements in the Electricity Supply Industry would be advantageous.

A generous remuneration package is offered reflecting the importance of this key appointment.

Candidates should apply with full CV and stating current salary details, quoting ref. S3231/1, to Medway Power Limited, c/o The Response Bureau, Barkers LBW Human Resources Advertising Limited, 30 Faringdon Street, London EC4A 4EA. The closing date for applications is 2 October 1992.

Your details will be forwarded to this client only.

**Barkers LBW**  
HUMAN RESOURCES ADVERTISING

## Managing Director

CAPITAL EQUIPMENT MANUFACTURE

c. £55,000 BONUS CAR

NORTH WEST

This long established company has gained an international reputation for the design, supply, installation and commissioning of high value processing plant, many of these projects in excess of £1m. With group sales in excess of £35m, the UK subsidiary, with sales of over £20m worldwide, is embarking on a number of major new initiatives in the market, particularly for the introduction of new technology.

To spearhead this development strategy and achieve the demanding objectives, this major subsidiary now requires a Managing Director.

The position carries bottom line responsibility and requires a proven, results orientated General Manager accustomed to leading from the front, experienced in directing a strong management team to achieve both technological advancements and commercial objectives.

With the emphasis on leadership, candidates with strong communication skills must have drive and determination, feel extremely comfortable in an international sales and marketing environment, dealing directly with major customers. Ideal experience will have been gained in running a business in excess of £10m involving the manufacture of major process plant; however, this is not essential. A knowledge of the plastics and rubber industry would be extremely beneficial.

As part of a major international group, excellent opportunities exist for further advancement. A very attractive package is offered including relocation expenses where applicable.

Candidates should send a comprehensive c.v. or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester M3 2LF. Tel: 061-839 2000. Fax: 061-839 0064, quoting reference (S.T.725C).

**Howgate Sable**

SEARCH AND SELECTION: EXECUTIVES AND INDEPENDENT DIRECTORS



## Chief Executive

Midlands

Important and worthwhile role to lead Royal Society for the Prevention of Accidents, now celebrating its 75th anniversary.

## THE SOCIETY

- Europe's leading Safety Organisation, serving all areas of occupational and public safety. Formed in 1917. Patron: Her Majesty the Queen.
- Financed through sales of safety related products, training courses and government grants.
- Annual income £6 million. Staff of 150, mostly based in Birmingham. Registered Charity.

## THE CHIEF EXECUTIVE

- Full management responsibility for directing Society's affairs. Lead dedicated team.
- Develop and manage organisation and strategy. Maximise Society's commercial opportunities.

- Represent objectives and opinions of Society to political and public bodies, business and media.

## QUALIFICATIONS

- Senior business manager with strong commercial and financial acumen.
- Outstanding communication skills and presence to command respect, internally and externally. Sharply focused analytical skills.
- An excellent hands-on manager with strong interest in accident prevention. Probably aged 40 to 55.

Please write, enclosing full cv, Ref BL3715  
NBS, Bennetts Court, Bennetts Hill,  
Birmingham, B2 5ST



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## UK Marketing Manager

Excellent Salary + Bonus + Car

M3/M25

Toshiba leads the world in portable PCs. In a dramatically changing market, this leadership has been achieved through technological innovation of products and rigorous attention to quality combined with total commitment to people and the future.

An ambitious, talented and successful marketing professional is sought to meet the strategic objectives of Toshiba's PC product ranges within a highly aggressive marketplace.

Reporting to the PC Director, the prime focus is on developing and implementing strategic and tactical plans to ensure the ambitious growth of Volume, Revenue and Market Share for the portable PC range of products.

There is a professional marketing team to lead and develop, and first class dealer and corporate sales teams to work with. Other areas of focus include pricing, distribution, marketing communications and market research.

Candidates must be graduates preferably with a marketing degree combined with at least 5 years'

team management experience in marketing, producing and implementing strategies and plans with a differentiating factor. Ability to succeed in a fast changing high volume, high technology market is crucial. Well balanced and strong leadership skills are essential as is demonstrable success in marketing strong brands through distribution, dealer and reseller networks within the computer industry or other office automation sectors. Success could possibly have been achieved with technologically advanced consumer durables of high value, profile and volume.

This is a demanding role in a tough market with a sales driven company that requires high calibre performance. If you have the motivation to succeed with Toshiba please reply by writing in confidence with your full CV and current package to Michael Fahey quoting ref 590 at Thornton Fahey, 1 Manson Place, London, SW7 5LT. Telephone: 071 584 6028, Fax: 071 823 7688.

**THORNTON FAHEY**

SEARCH AND SELECTION

**TOSHIBA**



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## MAJOR EUROPEAN BRAND INITIATIVE

Our client, strengthened by a recent major merger and with a dynamic operation extending throughout Europe, is firmly established as a leading Computer Media manufacturer with a comprehensive range of peripherals, accessories and office automation related supplies. Revenue expectations in Europe exceed £100 million. They now seek to appoint two senior Sales Specialists who will each control a substantial facet of our client's business, as they meet the challenge of developing the organisation's sales infrastructure within the UK.

## DEALER SALES MANAGER - THIRD PARTY CHANNELS

You will be responsible for establishing a network of quality computer and office supplies dealers/distributors, evaluating outlets, implementing promotional activities, handling major accounts, and ensuring optimum sales through your defined channels to market.

Possessing obvious commercial acumen, you must have a minimum of 5 years' experience of managing key distributors/dealers in the office technology related sector, outstanding interpersonal skills and a commercially aware hands-on approach. Proven line management experience would be an advantage. Ref. 6507/FHLS

Besides the potential to quickly reach the highest managerial levels with one of the most successful and forward-looking players in the market, our client will offer highly competitive rewards in line with the direct influence you will exert on their

## BUSINESS DEVELOPMENT MANAGER - RETAIL CHANNELS

Focusing on the electrical consumer retail outlets, your brief will be to powerfully increase consumer awareness of our client's brand through the development of the most extensive distribution network possible.

You will pioneer the establishment of the network of retailers and then move on to planning and building a highly motivated merchandising team, capable of working through the retail outlets. Ideally your experience will include 3 years within 'Blue-Chip' FMCG sales, responsibility for a notable National Retail Account, together with proven team management skills. Ref. 6507/SB-ST

plans for dynamic growth. For a confidential briefing, please send a full CV to CORRINE NUTT, quoting appropriate reference number, at Highfield International, 1 London Road, Newbury, Berkshire RG13 2JL. Fax 0635 38837.



Helping you prosper worldwide  
EXECUTIVE SEARCH & SELECTION

Smith System Engineering is Europe's leading firm providing impartial advice on the application of science and technology to operational problems. This stems from our extensive expertise in state-of-the-art electronic, optical and software technologies applied to a wide range of information, communications and sensing systems.

Our continuing success in providing solutions to prestigious customers in both government and industry has created the opportunity for high-calibre, professional System Engineers to join our expanding team. In this role you will be responsible for supporting customers in formulating strategies, identifying and researching problems and procuring effective solutions.

The ideal candidates will possess a good first degree in Engineering, Computer Science, Physics or Mathematics complemented by an exceptional track record of at least three years' experience in a consulting, technical project support or systems development environment. Your background will include one or more of the following:

- Mobile communications
- Secure systems
- Telecommunications
- Military CIS
- Data networking
- Geographic Information Systems

In addition, your communication and presentation skills will be first class and you will be able to demonstrate a high degree of adaptability, enthusiasm and a commitment to excellence.

In return, Smith System Engineering offers outstanding candidates unparalleled opportunities for career advancement in a technically challenging, merit-oriented environment.

To apply, please send a current CV to the Advising Consultant, Karen Baines, at Harvey Nash Plc, Dragon Court, 27-29 Macklin Street, London, WC2B 5LX. Where possible, please include a daytime telephone number and current salary details. Alternatively, telephone on 071-333 0033. Please quote reference HN640.

## Smith

## System Engineering Consultants

Salary:  
£25,000 to £35,000  
+ Benefits

Location:  
Surrey

## COMMUNICATION SYSTEMS

Innovative use of leading edge technology, coupled with powerful marketing has established our client's position as a fast expanding user of highly advanced communication systems. These are key 12 month assignments working in a truly strategic technical group driving the complex worldwide network they have created.

These opportunities are ideal for professionals with international business experience and a broad knowledge of sophisticated communications environments who wish to utilise their proven success in developing information systems.

c.£40,000 + bonus

## Communications Systems Planner

Leading a group of planners to influence the strategic direction of communications for the future of this worldwide organisation, you will need to be an excellent team manager with well developed communication skills and strong business awareness.

c.£30,000 + bonus

## Communications Project Manager

With a proven record of successfully managing a variety of communications projects, you will be ready to direct and integrate the development of our client's evolving communications networks.

Our client's dynamic international environment makes these two of the most attractive assignments currently available within the industry.

Please contact Pat Staunton on 071-323 5544 until 10.00 p.m. each evening or after hours on 071-323 9045. Alternatively, send or fax your CV on 071-323 3094.

**IRESDUREESI**  
RESOURCES INTERNATIONAL PLC  
31 Bedford Square, London WC1B 3SG

## Communication Management Consultants

£ negotiable + benefits

SmytheDorwardLambert

Communication Management Consultants

Pioneering consultancy in communication management, internal communication and organisational change

SmytheDorwardLambert, a successful, highly specialised consultancy which provides strategic communication advice to some of the world's leading corporations, wants to recruit experienced consultants to expand its core consulting team.

The right person will:

- have had at least three years consultancy experience with a leading management, communication or strategic consultancy
- have practical experience in both internal and external communication planning and techniques
- have been involved in designing and implementing change programmes for large corporations
- have the confidence to challenge and influence top management teams
- have a rigorous, analytical mind and keen creative skills
- become an integral member of a small, close knit team
- be a risk taker

If you satisfy these criteria and would like to join an entrepreneurial, pioneering consultancy where the work is demanding but fun and the rewards are closely linked to performance, please send your curriculum vitae together with a letter explaining why you are right for the post to Lynn Resumant, Managing Director, Graduate Appointments Limited, 7a Langley Street, Covent Garden, London WC2H 9JA.

SALARY TO £40,000 + BONUS + CAR + BENEFITS

## Customer Services Director (Printing Industry)

We have been retained by a client with an enviable reputation in the quality commercial web market place, to appoint a Customer Services Director to co-ordinate all the internal and external activities of a highly responsive print production unit. Reporting to the Director and General Manager, your prime role will be to actively manage a team which will result in the highest level of customer service and manufacturing performance. Extensive liaison with the client base will enable you to make a major contribution to improve confidence and the profitable development of accounts. Interfacing at all levels within the company you must have experience in the effective management of customer liaison and production control, with impeccable administration skills, geared to the efficient handling of fast moving, demanding situations. The successful candidate will almost certainly have been exposed to a similar environment and will have excellent communication skills and the ability to build long term client relationships. In all probability the prime contender will need to be over 35 to have gained sufficient experience. An excellent salary, with car, medical insurance and pension is supplemented by a substantial performance bonus. To further discuss this challenge candidates should telephone Michael Jackson on 0880 441938 weekdays/evenings or 0344 845390 during office hours or write to him at the address given below.

production control, with impeccable administration skills, geared to the efficient handling of fast moving, demanding situations. The successful candidate will almost certainly have been exposed to a similar environment and will have excellent communication skills and the ability to build long term client relationships. In all probability the prime contender will need to be over 35 to have gained sufficient experience. An excellent salary, with car, medical insurance and pension is supplemented by a substantial performance bonus. To further discuss this challenge candidates should telephone Michael Jackson on 0880 441938 weekdays/evenings or 0344 845390 during office hours or write to him at the address given below.

Ducheyne Executive, International Management Recruitment, Runnymede Malthouse, Runnymede Road, Egham, Surrey, TW20 9BO

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## Customer Programmes Development Manager

Excellent salary plus car and benefits, Berkshire

Founded in 1975, Microsoft has become the leader in software for personal computers. The company offers a wide range of products and services for business and personal use, each designed with the mission of making it easier and more enjoyable for people to take advantage of the full power of personal computing every day.

The UK operation based near Reading, is a dynamic, fast moving environment which offers rapid personal development and career progression.

For a confidential discussion call Claudia Nelson or Peter Kelly today between 4.30pm & 6.00pm on (0494) 463232, or weekdays during normal working hours, or write with a full CV indicating current salary details, quoting ref. ST20992M to: Wardswill Management Selection, 6 Cliveden Office Village, Lancaster Road, High Wycombe, Bucks HP12 3YZ.

## The Position

This is an exciting opportunity to develop unique programmes for improving the quality and efficiency of the support function that Microsoft offer to its rapidly expanding customer base.

Your role will be to create, develop and manage innovative programmes specifically designed to improve the ability of our customers to work effectively with Microsoft's products and services, and to ensure that the quality of these programmes meets our customers' requirements.

## The Person

You will be a successful, results-orientated, natural leader, ideally educated to degree level with a good understanding of the PC industry.

You will be a manager with experience of leading a dynamic team and of implementing specific programmes to improve efficiency. Possessing the ability to create effective and measurable programmes, you must be an enthusiastic team player who can communicate at all levels.

**Microsoft**

Making it Easier

## THE TIMES LITERARY SUPPLEMENT requires an Advertisement Sales Executive

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- have experience in book publishing and marketing, and a genuine interest in the arts and literature
- are ambitious, confident and self-motivated, with a desire to make your mark on this prestigious international publication
- have excellent presentation skills, matched by enthusiasm, energy and a lively, self-confident personality (A second European language would be an added advantage)

Then shouldn't you be applying for this position?

Salary, bonus and benefits commensurate with the importance of this challenging position will be offered.

If you are interested and feel you meet our requirements, please send your CV and a covering letter indicating your current salary, to:  
Jane Dalton, Advertisement Sales Manager,

Times Supplements Limited, Priory House, St John's Lane, LONDON EC1M 4BX Tel: 071-782 7620

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071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

As evocative as it is familiar, the Royal Mail insignia is a symbol of tradition and innovation, and is an integral part of everyone's life. The business of the Royal Mail is serving its customers. Led by their demands, the Royal Mail is dedicated to anticipating and satisfying market needs.

The Marketing and Sales function of the Royal Mail strategic headquarters covers Strategic Business Planning, Sales, Public Relations, Marketing and Quality. As Marketing Manager, your role is to develop strategic marketing plans over a broad range of products and services.

You will take responsibility for the Royal Mail brand, develop strategy, manage policy, oversee brand development and raise the profile of the Royal Mail in the marketplace. You will contribute to the highest level of decision making over a broad range of related business issues.

This is a new position within the Royal Mail, and it will be the responsibility of the successful candidate to develop his or her role in strategic headquarters to maximise the marketing effort, in close co-operation with the four strategic business units to ensure timely delivery of marketing initiatives.

This role calls for the candidate to have the ability to quickly and clearly identify key success criteria to resolve issues between business units, challenge traditional ideas and accepted practices if necessary, and work independently and effectively while under pressure.

Candidates will be of graduate calibre with a structured marketing background, including at least 5 years' experience in a senior role gained within a substantial service or manufacturing industry. Quality and accuracy in both written and verbal communication, including a flair for speechwriting, are essential, as is the ability to influence decisions in a tactful yet decisive manner.

To apply, please send a detailed CV, including work and home telephone numbers to LJ Associates, Recruitment Consultants, 12 Celbridge Mews, Porchester Road, London W2 6EU, quoting reference number 09/382.

Royal Mail positively encourages Equal Opportunities.

## Marketing Manager

£37K + CAR + BENEFITS

LONDON



FIRST CLASS POSTS

CORPORATE MANAGER  
BUSINESS RESEARCH

## CHEMICAL AND PROCESS INDUSTRY

Home Counties  
£50,000 - £60,000 + car  
+ benefits

Our client is a major speciality chemicals company involved in the development, manufacture and marketing of a wide range of chemical products and services. With annual sales in excess of £600m, more than 65% of the group's output is produced and sold outside the UK.

Professional strategic planning is of crucial importance to the continued development of this highly-regarded multinational which seeks to continue its policy of substantial acquisition while fostering the organic growth of its very profitable focused divisions. The headquarters-based Business Research function provides essential market data, analysis and interpretive skills enabling the Board to formulate strategic investment plans.

As the Manager of this key strategy-influencing function, you will ensure that as broad a view as necessary is taken in order to identify the critical success factors. You will pursue the key issues beyond the obvious, narrow conventional boundaries and add substantially to the policy-making capability of the organisation.

You will probably have spent some part of your career in a major multinational environment possibly balanced with experience of a smaller organisation. You may have enjoyed a spell in consultancy, but whatever your background, you will offer intellect, business analytical skills, chemical industry knowledge and imagination combined with creativity and excellent people skills. Personal career potential for individuals with good science first degrees, an MBA or equivalent, and aged 35-45, is excellent.

To apply, please send full career details to Mr Ammon Needham, Ref: 5723/AJN/ST, PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR.

PA Consulting  
Group

Creating Business Advantage

Executive Recruitment - Human Resource Consultancy - Advertising and Communications

SPEARHEAD THE INTRODUCTION OF A  
SATELLITE TELECOMMUNICATIONS NETWORK  
IN EASTERN EUROPE

Moscow  
c.£55,000 + car allowance  
+ benefits

The total lack of good-quality voice communications in the CIS places a severe brake on its economic development, while providing a challenging opportunity for a few major organisations with a proven track record in this highly specialised area.

Our client, a long-established major international trading and engineering company headquartered in the Arabian Gulf, has entered into a joint venture with some of the world's leading suppliers to the international telecommunications community. The objective: to establish a profitable private satellite telecommunications network based in Moscow.

This significant project creates an exceptional general management opportunity for someone to break new ground and be instrumental in the development of the telecommunications strategy for the CIS.

Reporting to the London-based General Manager, International Business Development, this high-profile position calls for an ambitious, entrepreneurial individual with experience of voice or data networking services in a terrestrial or satellite telecommunications environment. Your well-rounded business background embraces hardware marketing, office network development and management, and some P&L and international experience. Excellent interpersonal skills and the ability to negotiate with senior customer management are essential.

An internationally competitive benefits package includes housing allowance; children's school fees; fares home for staff member and family; 5 weeks' annual leave; all relocation costs paid on appointment and resettlement; health, life and accident insurance.

To apply, please send full career details indicating current salary, to Mr Ammon Needham, Ref: 5708/AN/ST, PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR.

PA Consulting  
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Creating Business Advantage

Executive Recruitment - Human Resource Consultancy - Advertising and Communications

BUSINESS DEVELOPMENT  
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The ongoing development of this major manufacturing group with worldwide operations, which has undergone a period of fundamental change and growth, demands the application of specialised strategic planning skills.

A high-calibre Business Development Strategist is now needed to support the Head Office strategic function by assessing business areas selected for development, preparing strategic studies, evaluating major acquisition projects, and updating strategic plans to ensure the company achieves its objectives for the 1990s. Career development will be within

strategic services or into one of the operating businesses.

Ideally aged 30-35 and educated to degree level in chemistry or a related discipline, you must have practical business experience gained in the chemical or a related industry. You should also have a good understanding of financial and business analysis, sound commercial judgement and strategic flair gained from either practical experience or an MBA course. Good communication skills, verbal and written, and the ability to think laterally, practically and conceptually are essential. Initiative, an incisive intellect and the presence to work with senior executives and managers are important.

To apply, please send your cv to Andrew Millard, Ref: 5725/AGM/ST, PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR. Tel: 071-730 9000. Fax: 071-333 5050.

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## Sales and Marketing Manager

## New Forest

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Reporting to the Chairman, the successful candidate will develop and expand both international direct sales and the distribution network, working closely with the distributors to maximise sales. You will also take responsibility for the preparation and production of marketing material, advertising, PR and direct mail.

If you have proven skills in the sales and marketing of this type of software product we would like to hear from you. Probably aged 30-45 you will be a self-starter who can achieve significant growth in this exciting market. Knowledge of a European language would be an advantage.



Interested? Please send your CV, including salary history to:  
Kay Stephen, Computational Mechanics Beasy Limited,  
Ashurst Lodge, Ashurst, Southampton SO42AA  
Closing date: 28th October 1992

Computational Mechanics **BEASY**

Chief Executive &  
Head of  
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c£55,000 +  
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The terms will be negotiable and could include performance related pay. Indicative salary is £55,000 and a comprehensive benefits package including a car.

If you wish to discuss this post further, please telephone Sheila Blanchett, Head of Policy and Strategy on (0252) 622122 (ext. 333). Application forms and information packs can be requested by telephoning (0252) 611262 (24 hour answerphone). Closing date: 6th October, 1992.

**HART**  
DISTRICT COUNCIL

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SALES AND MARKETING MANAGER  
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This is an exciting opportunity for a creative and innovative manager to make a significant contribution to the company's European development. The salary package and career prospects within the group will only be limited by your aspirations and includes an attractive incentive programme.

Please apply in strictest confidence by sending comprehensive career details to Colin Smith at the address above or alternatively by telex.

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The ideal candidate will have experience working with clients at very senior management or board level. Previous experience as a project manager in a multi-national environment is essential. You will be both an individual and a team player. An ability to work under pressure is also essential. A working knowledge of French is essential.

A further comment may be required to manage the implementation of the project.

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West of Scotland

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The role is both strategic and operational and demands the ability to challenge accepted practices and optimise commercial advantage in purchasing, supply and customer liaison by personally building and influencing multi-level relationships with key decision-makers from both within and outside the organisation.

You must be a graduate, possibly an MBA, with

substantial commercial management experience gained from a complex business, manufacturing or project-orientated environment and be able to demonstrate clearly enhanced financial performance as a direct result of your actions. Strong communication and leadership skills are essential and must accompany an astute and resilient character with a flair for re-directing an organisation to achieve improved financial performance. The prospect of advancement for the high achiever are good. Interested candidates should submit a comprehensive career resume quoting Reference 11233/ST. The confidentiality of all approaches is strictly guaranteed.

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£45K to £55K · Car · Outstanding benefits including mortgage subsidy · Thames Valley

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Such a radical change of approach demands the creation of a strongly service-oriented IT culture that is sharply focused on users' requirements. The priority is to find someone who can define these needs and deliver the solution, expand the help-desk facilities and sustain service levels. That is the challenge of Service Management - a high profile post which will grow with the delivery of the new systems and eventually carry responsibility for the total IT infrastructure.

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worked with an innovative user of client-server technology or in a management consultancy. A systems professional with in-depth knowledge of the UNIX/distributed processing environment - gained from either a development or networking perspective - and experience of providing effective production support. Above all, this self-starter must have a talent for developing excellent relationships with users, getting to the root of their requirements, grasping the business issues and then building and maintaining this quality service-oriented environment.

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West London

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You must be an excellent communicator in both the written and spoken word, fully conversant in French.

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To apply, please send a full CV to Mrs Stan Vernon, Personnel Officer Renault UK Limited, Western Avenue, London, W3 0RZ to arrive no later than 28 September.

Renault UK Limited, Western Avenue, London W3 0RZ.

The Meat and Livestock Commission sponsors and promotes meat and its products as part of a modern healthy diet.

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HEAD OF  
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Milton Keynes

c. £40,000

British meat exports exceed £500 million and are growing. The Meat and Livestock Commission's Export Marketing Department works closely with British meat exporters to develop increased export business throughout the World. There are detailed export marketing programmes for the six priority markets in Europe as well as a range of development activities and services for exporters.

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In order to continue and develop this dynamic and challenging role, you should have proven managerial experience in the fields of both staff management and cost control. The skills to motivate and develop a team and the ability to construct strategic marketing plans are both essential.

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Please apply in writing enclosing full CV to Ms Vanessa Green (Assistant Personnel Officer), Meat and Livestock Commission, Winterhill House, Snowdon Drive, Milton Keynes MK6 1AX.

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Alternatively call today (Sunday)  
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Norwich - David Cooke - 0693 787757  
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The role calls for a well developed understanding of the motivation, control, and commercial aspects of distributors in a changing European environment. This should have been gained in a progressive sales management career within an engineered products environment, and must have included working with distributors on a multinational basis.

Candidates, probably aged 35-45, should ideally demonstrate a combination of technical and business qualifications with a positive and committed personal style.

Applicants of either sex should apply in confidence, to Bob Wilson on (0962) 844242 (24-hour service) Fax No. (0962) 841998 or write to Johnson Wilson & Partners, Clarendon House, Hyde Street, Winchester, Hampshire SO23 7DX quoting ref: 428W.

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This is a first rate opportunity for an ambitious individual to work in a small and expanding Company environment and who has a hands on approach to all aspects of the job.

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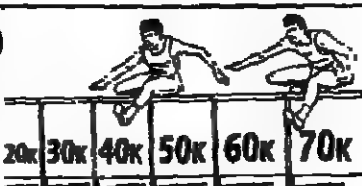
The Sales Director will be based in our modern headquarters near Cambridge and will be responsible for sales and marketing in the UK and overseas. Applicants should have a degree in electronics (or similar) and considerable experience of managing a team selling high technology products. A good understanding of financial control and the ability to negotiate contracts are also required.

Please apply in writing, enclosing a copy of your CV, to:

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Our objective is to recruit an exceptional manager, who combines vision and commitment with an outstanding track record in financial and/or human resource management at a strategic level, and the capacity to give effective leadership to all areas of corporate service.

You can obtain further details and an application form by contacting the Personnel Manager on 081 470 5047 (24 hour answerphone) or 081 472 1480 (ext. 40376), Newham Community College, East Ham Centre, Elgar Street, London E6 4ER.

The closing date for applications is 2nd October 1992.

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It recognises the need to develop imaginative marketing strategies to promote their latest technological initiatives in packaging systems to the diverse range of markets within the food industry. The aim is to stimulate sales growth through distributors in mainland Europe and develop a value added philosophy in the UK direct sales force.

Based in the UK, this is a Europe-wide role for a Marketing Director whose style is to lead by example. We are looking for a marketing professional who can offer:

- \* considerable experience in industrial marketing
- \* a wide network of contacts in food-related industries in Europe
- \* evidence of ability to build long-term relationships with key clients
- \* ability to negotiate with fluency in German and English
- \* technical/science qualification followed by MBA or Marketing Diploma

My clients, a privately owned company now entering their third decade of global expansion, offer a competitive, negotiable remuneration package and equity participation based on personal performance.

Please write enclosing your career profile to: Mrs Sue Spring, Rydal Spring & Associates, 11 Wood Lane, Kidmore End, Reading RG4 9BB. Tel (0734) 722912.

EXECUTIVE SEARCH & SELECTION



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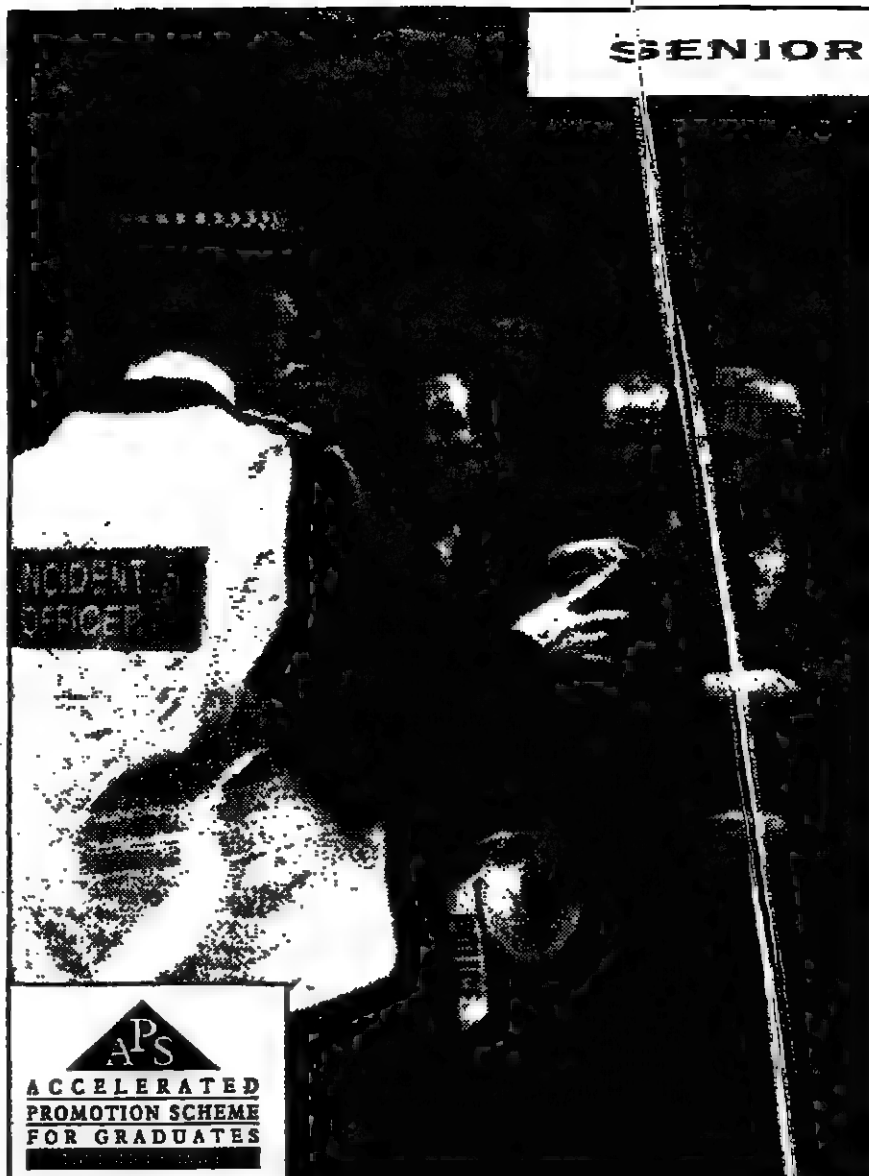
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# Women trapped in training

The failure of women to become consultants is causing shortages, Joan Llewellyn Owens writes

Almost equal numbers of men and women qualify from medical school, yet women hold only 15 per cent of consultant posts. Only 3 per cent of consultants in surgical specialities are women, and only 1 per cent of these are general surgeons.

Concerned about this imbalance back in 1988, the Department of Health commissioned a study of doctors and their careers by Dr Isabel Allen. Her report made the point that in general, women medical students were more strongly motivated than men towards a medical career, and often better suited to a caring profession. They progressed well through medical school, house officer and senior house officer grades, but at registrar level they progressed far less quickly than males.

As a result, a working party was convened to focus principally on three concerns: under-representation of women at consultant level; opportunities for part-time working, and equal opportunities in appointments procedures.

At the 1991 launch of the working party report, "Women Doctors and their Careers", the government announced provision of £1.5 million for several initiatives. These were to include new part-time training posts, increasing the fee for the doctors' retainer scheme from £155 to £290 a year (to allow doctors under 55 with short-term domestic commitments or ill-health to keep in touch), and the creation of a scheme to increase the number of women in surgical specialities.

So what has been holding women back? Why have so many dropped out from higher medical training? Male attitudes and patronage were perceived by trainees surveyed by Dr Allen to militate against surgical careers for women.

The length of the higher training is another obstacle. It takes at least nine years, or 11 in the case of obstetrics and gynaecology. Peter Saunders, a Fellow of the Royal



The first part-time senior registrar: Bryony Ackroyd in general surgery at York District Hospital

College of Obstetricians and Gynaecologists, who recently chaired a study group into recruitment and retention, queries the necessity for O&G trainees to obtain the FRCS and the MRCOG.

Disruption to family life is a big problem. In the past, training has involved moving from job to job every six months, with the result that 30 per cent opt out within five years. "We have got to restructure the training," he says.

One of the greatest problems for women is the domestic pressure, so the college is keen to increase the number of part-time training and consultant posts. "This part-time concept is a novel one for established consultants. You hear people saying, 'She is only part-time'. It is thought a bit second-class. We have to change that attitude."

The health department has now produced a leaflet on part-time training opportunities. Demand for it has been huge; the first printing of 5,000 was quickly exhausted, and another 10,000 were printed. The aim of the programme is to quadruple the number of part-time posts by 1994-95. But part-time training is no

**"You hear people saying, 'She is only part-time'. It is thought a bit second-class. We have to change that attitude"**

easy option. It can involve a working week of about 45 hours, which would be considered full-time work in other EC countries.

When the government asked the Association of Surgeons what sort of population each consultant surgeon should cover, the answer was 30,000. The actual figure averages 80,000. In obstetrics and gynaecology, Peter Saunders says, Britain has the lowest number of consultants per head of population in Europe.

Physicians are in short supply, too. The Royal College of Physicians, in its recent submission to the Medical Manpower Standing Advisory Committee, speaks of a shortfall of 2,111 consultants in various specialities, against a total of 3,473 consultants. If more women qualified as consultants, these shortages could be at least partially remedied.

Bryony Ackroyd, FRCS, is the

first and only part-time senior registrar in general surgery, and is the sole survivor of 11 people in general surgery who have tried to follow the part-time route since 1979. "Before you can get a part-time post," she says, "there are several hoops to jump through."

To get such a post, necessary because of her three-year-old daughter and 82-year-old mother who lives with her, she had to leave Scotland, where her husband is a consultant, and move to York.

Asked if she had met with male prejudice, Dr Ackroyd replies, "Most of my female surgical colleagues say that generally people could not have been more helpful, although in one or two isolated cases they say they have been discriminated against. I do not believe that the reason why so few women are in consultant posts has to do with prejudice."

"It is the demands of the job. I get my daughter to the nursery by 8am and am doing a ward round at 8.15. Some days I may not get away before seven or eight. On one occasion, I started at 10am in the theatre and got out at one o'clock the following morning. It was a great day. You get hooked."

Dr Ackroyd is a member of the RCS working party exploring the role of women in surgery. She would like to see more childcare ("it costs me a fortune"), more streamlined training and an end to the open-ended nature of training posts, which give no guarantee of progress from career registrar to senior registrar.

"You can be stuck in a registrar's job for years without getting a senior job. The Royal College of Surgeons is working on that, and there is a proposal to abolish the jump from career registrar to senior registrar, making the whole of the training a continuum. I am also fighting to overcome discrimination against part-time trainees."

"I had to move from Scotland to England, and I had been full-time my expenses would have been paid. Mine, on the other hand, were not."

## LIFE AFTER REDUNDANCY

### Honesty the best policy

THE dilemma for anyone with a history of mental illness who has been made redundant and is looking for another job is one worthy of Shakespeare - "To tell or not to tell?" Either course carries risks.

Unless you are dealing with a highly enlightened employer, letting the company know is tantamount to kissing the job goodbye. However, withholding information about your condition if it is asked for gives an employer the legal right to fire you if the truth subsequently leaks out.

Why are employers so medieval in their attitudes to mental illness? The problem is an inability to distinguish between a serious condition and one that has relatively few effects on performance.

Kate Christie conducted a study on employers' attitudes to mental illness when she was the chairman of the Recruitment Society, a professional body made up of employers, recruitment consultants and recruitment advisers. She found "misconceptions and stereotyping" about the nature and causes of many psychiatric conditions.

"Although many recruiters were sympathetic towards the problems of individuals, they failed as employers to distinguish between different types of mental illness and the effect these are likely to have on productivity and continuity of employment," Ms Christie says.

Among larger employers, where attitudes to mental illness have shifted in recent years, the problem is more to do with uncertainty about the length of time sufferers will need to recover from each episode.

Mike Turner, a consultant acting as a medical adviser to several City firms, says: "Employers want medical problems to fall into two categories - either someone is 100 per cent

fit, in which case he or she should be at his desk getting on with the job - or unfit, in which case he should be at home."

"The difficulty with the period after a psychiatric episode is that the employee is often well enough to return but only with shortened hours or a lesser workload."

So what should job hunters in these circumstances do?

● If you are seeking a job, and you still suffer from regular episodes of the illness that involve extended stays at home or in hospital, think carefully before you withhold information about your condition at the medical check-up.

If the employer has been told about the illness and still takes you on, he or she cannot sack you out of hand if something goes wrong.

If you lie and get the job, the pressure of concealing the illness could affect your mental stability. A more sensible choice would be to enlist the support of your GP or psychiatrist and discuss the problem with the company doctor.

● If you are applying for a job and you have a history of mental illness that no longer affects you, or you suffer from sporadic episodes that do not keep you away from work for long, you may have built up a good enough record to argue that this is not preventing your carrying out your responsibilities.

● If you are already in employment and a severe bout of the illness affects your work conduct, insist the organisation treat it as a medical matter and not a disciplinary offence.

Consult a lawyer if necessary. You may lose your job, but you will receive compensation.

MICHEL SYRETT

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Please apply in writing with a full CV, and salary details to Michael Brandon at Korn/Ferry International, Pepys House, 12 Buckingham Street, London WC2N 6DF. The closing date for applications is Monday 19th October 1992.

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071-377 1600

MIDDLE OFFICE RISK MANAGEMENT, TREASURY &amp; CAPITAL MARKETS, CITY

## MIDDLE OFFICE RISK MANAGEMENT, TREASURY &amp; CAPITAL MARKETS, CITY

£25-£35,000 pa plus Subsidised Mortgage, Performance Related Bonuses, Health Care, etc.

The role is to advise and deal with specific problems, most often concerning the structuring and trading of Equity, Interest Rate, FX and Commodity derivatives as they arise and have an input into the Bank's general strategy towards risk management. Candidates should be graduates with an empathy for maths, the ability to handle partial differential equations is the standard. As personalities you should be precise and determined, attracted to the challenge of applying your skills to compete and enjoying the tangible result. Ideally candidates should have one or two years exposure to derivative products within a bank or corporate treasury. In particular, experience of pricing and evaluating risk on interest rate, currency, equity or commodity swaps and options with emphasis on the more complex transactions would be especially attractive. If however your experience is not that specific and you wish to be considered the bank is prepared to be persuaded. Successful existing members of the team have come from strategic management consultancy, sophisticated systems consultancy, trading, sales and corporate banking. Common threads are an analytical approach, computer literacy, (LOTUS, Excel, 'C' are attractive) an inclination to get the whole picture, to compete, a good attention to detail and an ability to present a potentially unpopular case.

The bank has a large treasury operation as well as being an issuer of structured finance products and an active investment banker - It offers heavyweight experience in all aspects of risk management. Please call David Ringwood, Theo Stegers, Meena Sandhu or Charles Downes.

15 Great Eastern Street, London EC2A 3EJ Telephone: 071-377 1600/071-814 9900 Fax: 071-377 1801

## ACT FINANCIAL SYSTEMS IS ALREADY THE LARGEST FINANCIAL SERVICES SOFTWARE HOUSE IN THE UK...

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ACT Financial Systems is the pre-eminent supplier of financial services software and solution in the UK, with a turnover of more than £50 million and with 600 employees worldwide.

The Company is recognised throughout the world for the excellence of its QUASAR and QUOTIENT product families, specialising in investment management, front-office, banking and capital markets, and insurance applications.

Through a number of overseas branches and distributors, international sales of ACT Financial Systems' products are growing rapidly. This achievement, coupled with our ongoing commitment to success, has resulted in the creation of the following high profile positions:

## CONSULTANTS/PROJECT MANAGERS

LONDON

Applications are invited for Consultants and Project Managers to join our Consultancy Department. Applicants for the position of Consultant MUST offer an excellent business knowledge of the Financial Services market, gained either within an end user, consultancy firm or software supplier. An accountancy qualification or solid accountancy experience would be a distinct advantage as would a business knowledge of any part of the QUASAR or QUOTIENT product ranges. Applicants for the position of Project Manager must offer at least three years substantial project management experience, preferably gained within the Financial Services marketplace. For both positions the ability to travel worldwide is a requirement. Some of the positions may be based in Eastern Europe and, accordingly, knowledge of an Eastern European language would be an advantage. Please send your applications to the Resource Department, ACT Financial Systems Ltd, The Cloisters, 12 George Road, Edgbaston, Birmingham, B15 1NP. Telephone 021 455 6111. Fax 021 454 2415

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£25,000 basic + Car (2.0 SRI Cavalier), Fuel Card, Medical Insurance, Pension Scheme etc.

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ESSENTIAL EXPERIENCE: You must be a high achiever with a minimum of 4 years new business/major accounts experience with a consistent over target performance. Must have proven board level negotiation skills and the ability to sell large high value complex solutions comprising software, services, hardware and systems integration.

An insurance company systems sales background is advantageous though not essential and the ideal candidate is likely to have substantial experience with a major player within the computer industry. If your experience has been with a smaller company then you have probably achieved a level of Sales Manager/Director accompanied with a proven track record.

## PRODUCT SALES SPECIALIST

BIRMINGHAM — £neg

Pension scheme, medical insurance

The ideal candidate must possess a minimum of 4 years experience in the non-life insurance marketplace either within a software house or through implementing a core policy processing system from a user perspective. The candidate must have experience of computer project management. The role will involve extensive UK and international travel.



In all instances, a knowledge or awareness of the company's QUASAR and QUOTIENT product ranges would prove a considerable advantage.



If you have sales experience, financial services expertise and potential for promotion, then ACT Financial Systems may well be able to offer you a position within one of our sales teams. For those individuals with unique knowledge of the financial services industry, the Company is also willing to offer sales training. All successful candidates will need to show initiative, commitment and enthusiasm to succeed in this high pressure and complex environment. As you would expect for individuals with these qualities, the rewards on offer are substantial both in terms of the overall package and future opportunities. To apply, please send your letter of application and CV to Gary Withers, Resourcing manager, at the address below clearly marking the envelope with the appropriate reference.

ACT FINANCIAL SYSTEMS  
Fleetside, 5-7 Cranwood Street,  
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## Assistant Acquisitions &amp; Property Manager

Warwick

As a major company involved in the refining, distribution and marketing of petroleum products, Conoco Ltd. owns and operates a large and valuable portfolio of properties.

Many of these properties are petrol filling stations operating under the brand name JET and to secure the effective development of this portfolio we now require an experienced Assistant Acquisitions and Property Manager to join our team based at our prestigious new offices in Warwick.

You will be primarily responsible for the acquisition and disposal of our filling stations which involves all aspects of general estate management. A sound knowledge of planning law, the business rating system, landlord and tenant issues together with experience in handling both rent reviews and

lease renewals is required.

You are likely to be working in a similar role, but not necessarily within the oil industry and must possess good communication and presentation skills and display the ability to conduct effective negotiations.

The rewards and benefits are everything you would expect from a multinational organisation, including attractive salary, fully expensed company car, share ownership and non contributory pension.

Please send your full cv, stating current salary, to Maureen Cadogan, Employee Relations Assistant, Conoco Ltd., Warwick Technology Park, Gallows Hill, Warwick CV34 6DA. Closing date for applications: 8th October 1992.

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Conoco is a subsidiary of the Du Pont Organisation

## CHIEF EXECUTIVE

c. £50,000

The pending retirement of the current Chief Executive together with the Local Government Review and its implications form a fascinating and challenging backdrop for this appointment.

Burnley, which expects to achieve Unitary Authority status, has a revenue turnover of £40m and varied capital programme of £15m. We also sponsor a number of major Government initiatives including an Enterprise Zone and an Inner Urban Area Programme.

We are looking for an innovative and progressive professional to get to grips with these and other challenges and manage the Authority through the 1990s and beyond.

Reflecting our commitment to providing the highest possible standards of service to our population of c.90,000, you will be expected to challenge traditional attitudes and practices, with the objective of making our name synonymous with forward-thinking in the Local Authority arena. As the Council's principal policy adviser on strategic and corporate issues and organisational development, you will be in a prime position to influence its direction and develop a new culture to match the challenges ahead.

You must be able clearly to demonstrate strong communication, management and leadership skills, evidenced by an excellent track record at senior level within a Local Authority or other large and complex organisation. Your ability to forge a strong partnership between officers and elected members will reflect your level of interpersonal skills and a clear appreciation of the issues facing Local Government.

Burnley is situated in North East Lancashire, connected to the M6 by the M65 motorway. Our 43 square miles include large rural tracts along with the urban cores of Burnley and Padiham.

A first-class salary and benefits package is available.

For an informal chat please contact Steve Priestley on 0282-25011 ext 2117.

For an application form and information pack, please contact Geoff Pickles or June Wilkinson - Personnel Section - Chief Executive Officer's Department, Town Hall, Burnley, Lancashire (0282 - 25011 ext 2163/2164). Closing date: Friday 16th October 1992.

BURNLEY

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FARNELL TANDBERG DATA  
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TEL (0973) 581961  
FAX (0973) 581487

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An excellent opportunity has arisen within the Institute's Education & Training department for a highly motivated individual with proven administrative and marketing skills to develop and manage the activities of CIMA's Employers' Group. The Group is a consultative body of over one thousand employers which liaises with CIMA on all matters concerning the education, recruitment and training of management accountants.

The ideal candidate will be of graduate calibre with substantial industry/commercial experience, possess an understanding of the environment of accountancy and have a sound knowledge of educational, employment and professional training issues. The ability to communicate effectively with employers at a senior level is essential.

Please send c.v. to Bridget Carey Watts, Personnel Department, The Chartered Institute of Management Accountants, 63 Portland Place, London W1N 4AA. Tel: 071-637 2311. Closing date: Monday 5 October 1992.

(no agencies please)

## THE FOOTBALL LEAGUE Commercial Executive

based at its London office. The prime function of this post is to maximise The League's opportunities in sponsorship and general commercial areas. Attractive salary package and other benefits, including company car, by negotiation. Applications to The Secretary, The Football League Limited, Lydford St Almes, Leamington, CV34 6JG.

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BRISTOL

Due to the worldwide development in the game of Rugby Union we now wish to strengthen our management team by appointing:

- (1) ADMINISTRATIVE SECRETARY
- (2) TOURNAMENT COORDINATOR - RUGBY WORLD CUP

to provide administrative services for the International Rugby Football Board and Rugby World Cup respectively.

(1) ADMINISTRATIVE SECRETARY - £30,000 p.a. plus car and benefits. Encompassing a wide range of duties the role of Administrative Secretary will primarily be to assist and support the Secretary of the International Rugby Football Board, the administration of several IRFB Committees and the production of an increasing range of rugby publications. We seek a proven administrator with experience at senior business level who is able to demonstrate communicative skills and an enthusiasm for the game of Rugby Football.

(2) TOURNAMENT COORDINATOR - £40,000 p.a. plus car and 3 year contract.

Following the success of the 1991 Rugby World Cup Tournament we are seeking an administrator to coordinate the ongoing Tournaments being played throughout the World as part of the qualifying process for the 1995 Rugby World Cup. The position involves daily contact with Rugby Administrators and Tournament Managers worldwide. The provision and monitoring of a wide range of information will necessitate regular contact with Rugby Unions in membership of the International Rugby Football Board, commercial and legal advisers, sponsors, the media and the general public. The successful candidate will be an outstanding communicator and administrator with a strong commercial background, accustomed to working in a pressured environment.

Interested candidates should write in confidence, enclosing full Curriculum Vitae, no later than 30th September to:

K.A. Rowlands  
IRFB Services Limited  
Avonbank  
Clifton Down  
Bristol BS8 3HT.  
IRFB Services Ltd

Avonbank, Clifton Down, Bristol BS8 3HT. Tel: 0272 539111 Fax: 0272 539299



## PROJECT CO-ORDINATOR IMPERIAL WAR MUSEUM FOR THE NORTH HARTLEPOOL

A highly qualified and motivated museum or heritage professional with a proven record of achievement in new projects and substantial management experience is required to co-ordinate the development of the Museum's proposed £18m new branch at Hartlepool Marina on Teesside. The work will involve liaison with the developers, Teesside Development Corporation, and its architects and contractors, co-ordination of display selection and design, raising sponsorship, preparing a marketing strategy, recruiting staff and all other tasks necessary to see the project through to successful completion.

Candidates must be effective team leaders, be able to liaise closely with a wide range of other disciplines, have good administrative and budget management skills, and be able to communicate well with press and public. Knowledge of and an enthusiastic interest in the Museum's field is essential.

Salary scale: £27,000 - £32,000, plus performance pay up to £37,500. The post will initially be located in London but will then transfer to Hartlepool. Other benefits include five weeks annual leave, a non-contributory pension scheme and interest free season ticket loan.

Appointment will be on the basis of a 3 year fixed term contract, renewable at the Museum's discretion.

For further details and an application form please write to The Personnel Officer, Imperial War Museum, Lambeth Road, London SE1 6HZ.

Telephone: 071-416 5237/071-416 5232 (answerphones)  
or FAX: 071-416 5373

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## Financial Services Practice Assistant

Central London

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The company organises itself into groups by industry and function with the Financial Services practice specialising in consulting to banks, insurers and other financial institutions. The position of Practice Assistant to the Financial Services Group will provide consultants and partners worldwide with access to in-house FS expertise, knowledge and data by collating and disseminating

information within the practice. In addition, you will research and analyse latest trends in the FS industry as well as co-ordinating internal international conferences.

A Graduate with at least 3 years experience you will have well developed interpersonal and administrative skills, and the ability to communicate well. You should be computer literate and ideally, though not necessarily, have some knowledge of the Financial Services industry. Foreign languages would be an advantage, as would writing skills.

Interested applicants should submit a detailed curriculum vitae in strict confidence to: Martyn Smith, Michael Page Finance, Page House, 39-41 Parker Street, London WC2B 5LH. Tel: 071 831 2000.



Michael Page Finance

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SW1Y 6NY. Tel: 071-930 8322.

## ENGINEERING APPOINTMENTS



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For further details contact: Ms Marion Christopher, The Royal Academy of Engineering, 2 Little Smith Street, London SW1P 3DL. Telephone: 071-222 2588. Quote Ref. AV/TT.

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City 404 647 West End 404 648 North London 404 649 South London 404 650 East London 404 651 West London 404 652

CV you can call regional offices direct: London 071-828 8020, Bristol 0272 308688, Birmingham 021 200 5736. Careerline, 19 Chancery Street, London SW1V 2LX. Calls charged at 35p per minute (cheap rate 48p per minute at all other times).

**QUAL CIVIL ENGINEER**  
A highly qualified and motivated civil engineer is required to co-ordinate the development of the Museum's proposed £18m new branch at Hartlepool Marina on Teesside. The work will involve liaison with the developers, Teesside Development Corporation, and its architects and contractors, co-ordination of display selection and design, raising sponsorship, preparing a marketing strategy, recruiting staff and all other tasks necessary to see the project through to successful completion.

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English or French m/t required for small dynamic management consultancy. Working for the French MD, you will be organising everything. A knowledge of AppleMac (Ideally MacDraw) is preferred, although familiarity with other packages (DTP) will be considered as you will be producing colour graphics and slide presentations. Salary: £15,000 + paid O/T. Age: 20-30.

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## 20 TELEVISION AND RADIO

LIFE &amp; TIMES THURSDAY SEPTEMBER 24 1992

**BBC1**

6.00 Ceefax (23076) 6.30 Breakfast News (78688095)  
9.05 Perfect Strangers. American comedy series (r) (6069250) 9.30 The Solent Way. Bob Wellings continues his Hampshire coastal walk, today from Southampton to Bournemouth (r) (56273)  
10.00 News, regional news and weather (4344415) 10.05 Playdays (s) (9156453) 10.25 Jimbo and the Jet Set (s) (4347502) 10.35 Hudson and Halls. The Kivis prepare plain English vegetables in continental style for their guest, Patrick Moore (r) (5093811)  
11.00 News (Ceefax), regional news and weather (6812231) 11.05 Aussies. The fourth of five programmes in which Jack Pizzey looks at the Australian way of life (2478732)  
12.00 News (Ceefax), regional news and weather (7811076) 12.05 The Man Who Loves Frogs. A profile of Mike Tyler, an Adelaide scientist who travels all over Australia to find different species of frog (2936618) 12.55 Regional News and weather (72914386)  
1.00 One O'Clock News. (Ceefax) (19958)  
1.30 Neighbours. (Ceefax) (43882637) 1.50 Going for Gold. General knowledge quiz game (s) (43886653)  
2.15 Film: Village of the Damned (1960, b/w) starring George Sanders and Barbara Shelley. Effective science fiction thriller, based on John Wyndham's novel The Midwich Cuckoos, about children born at the same time in an English village who turn out to be super-intelligent, malicious aliens. Directed by Wolf Rilla (1869163)  
3.30 Bugs Bunny Triple Bill (5921434) 3.50 Puppydog Tales (3244250) 3.55 Noddy (s) (4266786) 4.10 Star Pets. Peter Simon begins a 13-part search for the Star Pet of 1992 (s) (6289811) 4.20 Get Your Own Back. The first of a new series of the game show (s) (6615927) 4.35 Digs: Heights (r) (6480908)  
5.00 Newsround (2812521) 5.05 Blue Peter. (Ceefax) (s) (9734182)  
5.35 Neighbours (r). (Ceefax) (s) (461322). Northern Ireland: Inside Ulster  
6.00 Six O'Clock News with Anna Ford and Chris Lowe. (Ceefax) (s) (811)  
6.30 Regional News Magazines (163). Northern Ireland: Neighbours  
7.00 Top of the Pops Introduced by Mark Franklin (s) (3637)  
7.30 Eastenders. (Ceefax) (347)  
8.00 The Russ Abbott Show (r). (Ceefax) (s) (9057)  
8.30 Waiting for God. Stephanie Cole and Graham Crowden star as the geriatric delinquents causing chaos in a retirement home. (Ceefax) (s) (1952)  
9.00 Nine O'Clock News with Michael Burk. (Ceefax) Regional news and weather (8789)



Murder: actors reconstruct a police investigation (9.30pm)

9.30 Crimewatch File: A Chapter of Revelations.  
CHOICE: A spin-off from the Crimewatch series reconstructs the case of Ronald Harrison, a former housemaster and keen chess player, who was found murdered at his home in south London in 1990. The mixture of actors and real police officers is sometimes an uncomfortable one but once the convention is accepted this is a watchable tale. One of the keys to it was the victim's homosexuality, though a complex plot was to hold many surprises. The film is partly an exercise in self-congratulation since Crimewatch produced a crucial lead just when the investigation seemed to be running flat. The programme is being switched to BBC2 because of the Gulf war and attracting only a quarter of its normal audience. You should see the coppers' faces as they are told of the change. (Ceefax) (s) (399521)  
10.25 One Foot in the Grave. A re-run of the first series of David Renwick's award-winning odd-comedy starring Richard Wilson and Annette Crook. (Ceefax) (460250)  
10.55 Question Time. On the panel this week are Lords Hesley, Parkinson and Rodgers and Lady Briggs (335618)  
11.55 This is the Day. As the Jewish New Year approaches the Chief Rabbi Dr Jonathan Sacks reflects on a time of personal renewal (r) (s) (331095)  
12.00am Law and Order. American drama series (r) (s) (4372903)  
1.00am Weather (8325477). Ends at 1.05  
2.15 BBC Select: Executive Business Club. Scrambled (57926). Ends at 2.45

**BBC2**

6.45 Open University: Quantum Leaps into the Atom (6621960). Ends at 7.10  
8.00 Breakfast News (9918502)  
8.15 Writers' Houses. Peter Porter visits Newstead in Nottinghamshire, the home of Lord Byron (991452)  
8.30 Play Better Golf with Peter Allis (r) (85182)  
9.00 Daytime on Two. Educational programmes  
2.00 News and weather (34976521) followed by You and Me (r) (4052144)  
2.15 Racing From Ascot. Julian Wilson introduces live coverage of the Hoover Stakes (2.30); the Hoover Cumberland Lodge Stakes (3.05); the Blue Seal Stakes (3.40) and the Gordon Carter Stakes (4.10). The commentators are Peter O'Sullivan, Jimmy Lindley and John Hanner (s). Includes News (Ceefax) and weather at 3.00 and 3.50 (40690347)  
4.25 In the Making. A profile of Paul Nicholls, a trained textile designer whose main interest is working in wood (r) (8697892)  
4.45 The 25th Anniversary of the Swimsuit. A film following some of the world's top models as they display swimwear in the competition to win the front cover of the American Sports Illustrated magazine (964908)  
5.45 This is the Day. As the Jewish New Year approaches the Chief Rabbi Dr Jonathan Sacks reflects on a time of personal renewal (r). Repeated at 11.55 on BBC1 (248298)  
6.00 Film: Atlantis - The Lost Continent (1961) starring Anthony Hall, Joyce Taylor and John Hall. Silly fantasy tale about a Greek fisherman who rescues a beautiful woman from a shipwreck, returns her to the island of Atlantis and is imprisoned by an evil dictator. Directed by George Polk (22347)  
7.30 Hung Parliament. Ian Maguire reports on the paintings of politicians that are hanging on Parliament's walls (989)  
8.00 Ps and Qs. Quiz series about etiquette and manners hosted by Tony Slattery. The regular team consists of Lesley Joseph and Jonathan Maides (Ceefax) (s) (2417)  
8.30 Top Gear. A new series of the motoring programme begins with a test drive of the Dodge Viper and a report on the sinking values of classic cars in Europe. Presented by Jeremy Clarkson and Quentin Willson (9434)  
9.00 The Travel Show. The last in the series includes reports on Egypt and short breaks in Stratford-upon-Avon (s) (6328)



Not letting the truth spoil a story: Max Clifford (9.30pm)

9.30 Present Imperfect: Kiss 'n' Tell.  
CHOICE: A lively entry in a usually grim series profiles Max Clifford, a canny public relations man whose clients have included such girlfriends of the famous as Pamela Bordes and Antonia Delfia. Neither appears in the film, though even without them it offers a fascinating insight into how the tabloids get their stories. Among Clifford's bores is turning Derek Hatton, erstwhile hard left of Liverpool City Council, into a champagne socialist. Never mind that the stories, of girls, night clubs and so on, were largely fabricated. The truth, as Clifford admits, need have little to do with it. His axiom is that anything goes as long as no one gets hurt. Away from the office, Clifford turns out to be a devoted family man with a life far removed from the tacky showbusiness world which provides his bread, butter and not a little jam (s) (18227)  
10.30 Newsnight with Peter Snow (502453)  
11.15 Late Show Special. An appraisal of the film director Michael Powell to coincide with the publication of volume two of his autobiography (s) (205298)  
11.55 Weather (326258)  
12.00am Open University: Weekend Outlook (5699816) 12.05am The Case of Kera (4164361). Ends at 12.35  
3.00 BBC Select: Keral Nursing Update (51019). Ends at 4.00

## ITV

6.00 TV-am (5461415)  
9.25 Win, Lose or Draw. Celebrity game show hosted by Danny Baker (6065434) 9.35 Thames News (7355163)  
10.00 The Place... The Place... Topical presentation series (7809298)  
10.40 This Morning. Magazine series presented by Judy Finnigan and Richard Madeley. Today's edition includes items on family health and woodcraft plus two of the new eight-minute an episode soap. With national and international news at 10.55 and regional news at 11.55 followed by national weather (9357505)  
12.10 The Riddlers. Children's puppet series (5679182)  
12.30 Lunchtime News with Nicholas Owen and Sonia Ruseler. (Oracle) (2647811) 1.05 Thames News (6996724)  
1.15 Home and Away. Australian family drama serial. (Oracle) (282521) 1.45 A Country Practice. Medical drama serial set in the Australian outback (s) (281892)  
2.15 TV Week. Anne Diamond goes behind the scenes of popular ITV and Channel 4 programmes (737373) 2.45 Take the High Road. Highlands-based drama serial (1490106)  
3.10 ITN News headlines (4346637) 3.15 Thames News headlines (4345908) 3.20 The Young Doctors. Drama serial set in an Australian city hospital (3441250)  
3.50 The Rattlers. Animation (r) (3246518) 3.55 Captain Zed and the Zee Zone (r) (5926989) 4.20 Rolf's Cartoon Club. Rolf Harris' guest is Oscar-winning animator David Greaves (5259182) 4.50 Art Attack. Drawing series (2205923)  
5.10 Who's the Boss? American comedy series (9728521)  
5.40 Early Evening News with John Suchet. (Oracle) (2646453) 5.55 Thames Help (r) (551540)  
6.00 Home and Away (r). (Oracle) (279)  
6.30 Thames News (231)  
7.00 Emmerdale. Soap set in the Yorkshire Dales. (Oracle) (8705)  
7.30 Jimmy's. Real life dramas concerning the patients and staff of St James's Hospital, Leeds (415)



Making enquiries: Wingett, Etienne and Lloyd (8.00pm)

8.00 The Bill: On the Record, Off the Record. The Sun Hill boys in blue investigate a warehouse robbery in which a former policeman was a witness and ends up in hospital for his trouble. Evidence points to an inside job and the obvious suspect is a man with a record — but is he being framed? Starring Mark Wingett, Kevin Lloyd and Treva Etienne. (Oracle) (7453)  
8.30 This Week: Britain — Dead in the Water? A special programme analysing what happens after the narrow "out" vote by the French over the Maastricht treaty and an examination of the damage that has been inflicted on the economy. (Oracle) (5950)  
9.00 Targem. The Hit Man. Episode two of the three-part thriller starring Mark McManus as the uncompromising Glasgow detective investigating a murder which his former schoolfriend, now a notorious criminal, is the prime suspect. With James Macpherson and Ian Hogg. (Oracle) (5705)  
10.00 News at Ten with Trevor McDonald and Carol Barnes. (Oracle) (84453) 10.30 Thames News (754637)  
10.40 01. London and the south-east. A special edition of the long-running affair between the man and the newspaper magnate William Randolph Hearst and Marion Davies, a chorus girl. Directed by David Lowell Rich (701065)  
2.50 The Twilight Zone. A tale of the supernatural (r) (6789039)  
3.10 Hardball. American drama series (r) (s) (2748361)  
4.00 Motorsport Special. Motor racing action (49458)  
4.30 America's Top Ten (r) (s) (10380)  
5.00 Videofashion (r) (79541)  
5.30 ITN Morning News with Tim Neilson (99800). Ends at 6.00

## CHANNEL 4

6.00 Channel 4 Daily (5469057) 9.25 Schools (88717415)  
12.00 The Munchers (b/w). Classic comedy about a ghoulish American family (r) (81366)  
12.30 Flight Over Spain. Valladolid from the air. Narrated by Alan Hargreaves (r) (Teletext) (98219)  
1.00 Sesame Street. Early learning series (r) (96144)  
2.00 Check Out 92. Judith Burns examines the rapid growth in supermarket chains (r) (s) (5231)  
2.30 Film: Crest of the Wave (1954, b/w) starring Gene Kelly, John Hargreaves and Bernard Lee. Film version of the stage success Saguaro Over Sorrento about the clash of cultures when an American navy scientist is recruited to work on research into a new torpedo being developed on an island off the coast of Scotland. Directed by John Roy Boulting (95728298)  
4.05 Caps (b/w). Comedy silent made in 1922 starring Buster Keaton (3252279)  
4.30 Countdown. Words and numbers game (328)  
4.50 The Oprah Winfrey Show. The guest is author Marianne Williamson (7341960)  
5.50 The Bunbury Tails. Animated adventures of a group of sporting rabbits (s) (541163)  
6.00 My Two Dads. American comedy series (r) (Teletext) (s) (521)  
6.30 Wilderness Edge. The first episode of the stage success Saguaro Over Sorrento about the clash of cultures when an American navy scientist is recruited to work on research into a new torpedo being developed on an island off the coast of Scotland. Directed by John Roy Boulting (95728298)  
7.00 Channel 4 News with Jon Snow and Zennab Badawi. (Teletext) (867415) 7.50 Countdown (803095)  
8.00 Down to Earth. The archaeological magazine series examines Stone Age monuments in southern England (509)  
8.30 Rising Damp. Rigsby is irresistibly when he acquires a new sport car but when he takes Miss Jones for a spin things get out of hand. Starring Leonard Rossiter (r). (Teletext) (4502)



An uncertain future: a child from the Even tribe (9.00pm)

9.00 Nomads: Siberia — After the Shaman.  
CHOICE: Four thousand miles from Moscow, but still citizens of Russia, the Even nomads of Siberia are trying to come to terms with life after communism. Their economy, precarious at the best of times, faces new uncertainties as state control gives way to the free market. At least there is a revival of Even culture, which communism did its best to suppress, though the shaman, a holy man who looked after the travellers, is almost extinct. The film gives an intimate picture of a scattered people who live in the coldest inhabited area on earth and survive almost entirely by herding the wild reindeer and selling its meat, fur and antlers. The men work away from home and often do not see their wives and children for ten months of the year. But there are signs that the younger generation is starting to rebel. (Teletext) (3347)  
10.00 Film: Too Young To Die? (1990) starring Michael Tucker. Courtroom drama based on the true story of a lawyer's fight to save a 15-year-old girl from the death sentence when she is accused of killing her lover. Directed by Robert Markowitz (210811)  
11.45 Secret Six. Spoof documentary series when he acquires a new sport car but when he takes Miss Jones for a spin things get out of hand. Starring Leonard Rossiter (r). (Teletext) (4502)  
12.15am Film: Life is a Circus (1956, b/w) starring the Crazy Gang as a bunch of workers at a circus threatened with closure — until they find a magic lamp. Directed by Val Guest (666699). Ends at 1.45

**Videoflash and the Video PlusCodes**  
The numbers next to each TV programme listing are Video PlusCode numbers, which allow you to programme your video recorder to record a programme at a particular time. Video PlusCodes can be used with most video recorders. For more details call Videoflash on 0899 121204 (call charged at 10p per minute plus 30p per minute for 30p per minute for 30p per minute). 50p per minute. Videoflash, London SW11 3TH Videoflash (TV) and Video Programmer are trademarks of Gemstar Marketing Ltd.

**SATELLITE**

**SKY ONE**

Via the Astra and Maripolo satellites  
6.00am The D1 K Show (6516036) 6.40 News Roundup (655453) 6.50 Roundup (655453) 7.10 Car Wars (655453) 7.30 The Pyramid Game (53095) 10.00 Let's Make a Deal (65277) 10.30 The Bold and the Beautiful (11909) 11.00 The Young and the Restless (26892) 11.30 60 Minutes (43618) 1.00pm E Street (97908) 1.30 General Hospital (97908) 2.30 The Bold and the Beautiful (11909) 3.15 The Bold and the Beautiful (11909) 3.30 The Bold and the Beautiful (11909) 3.45 The Bold and the Beautiful (11909) 4.00 The Bold and the Beautiful (11909) 4.15 The Bold and the Beautiful (11909) 4.30 The Bold and the Beautiful (11909) 4.45 The Bold and the Beautiful (11909) 5.00 The Bold and the Beautiful (11909) 5.15 The Bold and the Beautiful (11909) 5.30 The Bold and the Beautiful (11909) 5.45 The Bold and the Beautiful (11909) 6.00 The Bold and the Beautiful (11909) 6.15 The Bold and the Beautiful (11909) 6.30 The Bold and the Beautiful (11909) 6.45 The Bold and the Beautiful (11909) 7.00 The Bold and the Beautiful 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